

Confidante who predicted a tall, dark, handsome man gives details of alleged liaisons

Duchess may take legal action over intimate tapes

BY EMMA WILKINS

THE Duchess of York is considering legal action over tape recordings of conversations between herself and a self-styled clairvoyant in which she allegedly discusses her lovers, her money problems and her hope that the entire Royal Family will shortly drop dead.

The tape recordings of sessions in which she unbundled herself to Vasso Kortes, a fortune teller and confidante of the Duchess for six years, were yesterday made available to callers to a premium-rate telephone line by the *Daily Mirror*.

Mrs Kortes, who calls herself Madame Vasso, has published a book based on the private conversations which purport to reveal all about the

Duchess's colourful private life. It is the second time in a week that the Duchess has consulted her lawyers over a book. Last week she won an extension to a High Court injunction banning an American from revealing details of her affair with John Bryan, her former financial adviser.

Mrs Kortes, who was born in Greece and now lives in Islington, north London, spent six years "counselling" the Duchess, and in recent years took the precaution of taping their sessions. The book and taped conversations, including a discussion between Mrs Kortes and the Duke of York, are being promoted in the *Daily Mirror*. Its readers can dial a telephone number costing 39p a minute cheap

rate, or 49p at other times, and listen to a tape recording of the Duke telling Mrs Kortes that he hopes to solve his marital problems.

The Duke, who was not aware that his remarks were being recorded, is "too busy" to take action against the newspaper but his advisers may consider writing to the Press Complaints Commission to complain, according to one royal aide.

Mrs Kortes, who began her career charging £10 for a tarot card reading on a stall at Islington market, put her prices up to £50 soon after the Duchess's first visit to her house in 1989.

Mrs Kortes's predictions include a suggestion that the Duchess will meet a stranger. He will be tall, dark and handsome, she promises.

The Duchess, who is aghast at the revelations concerning her sex life, sometimes telephoned Mrs Kortes in the middle of the night asking her to gaze into the future and give her some advice. Legal action against Mrs Kortes, her publisher John Blake and the *Daily Mirror* are being considered as options, friends of the Duchess said.

"It's been a very difficult day but Sarah is amazingly strong in the face of everything," one friend said.

The Duchess's case against a book written by Allan Starkie, a friend of John Bryan, is due to be heard at the High Court in London next week. The Duchess has already said she is prepared to give evidence to support her case that the book should be banned in Britain.

A spokesman for Buckingham Palace said: "These latest claims are a matter for the Duchess and her legal advisers. The Duke has a very busy job and doesn't want to get involved in the subject of old tape recordings."

During her conversations with Mrs Kortes, the Duch-



The Duchess of York with her personal trainer at Wentworth Golf Club Health Centre, Surrey, yesterday. Friends said she was being "amazingly strong"

ess sometimes sat under a blue plastic pyramid which is designed to encourage relaxation. The Duchess used numbers to refer to her men friends with the Duke as number two and her former lover Mr Bryan as number three. The Duchess's number one man is Steve Wyatt, an American businessman who swept her off her feet in 1989.

The pair had a sexual relationship while the Duchess was five months pregnant with Princess Eugenie, according to Mrs Kortes's book. One subsequent liaison allegedly took place under cover of darkness in the garden at

Sunninghill Park, the Yorks' marital home.

The Duchess, who refers to her sister-in-law Diana, Princess of Wales as "Blondie", speculates that some terrible fate may befall the Prince of Wales. Mrs Kortes, who appears keen to recruit the Princess as a client, readily agrees — claiming the disaster will be a huge one.

The Duchess frequently talks of her lack of money which she refers to as "chips", "potato chips" or "potatoes".

The Queen features in the discussions when Mrs Kortes suggests that the Duchess should ask the Duke to

approach his mother about his former wife's cash-flow problems.

The Duchess refers to her own father, Major Ronald Ferguson, as a "madman" and claims he has betrayed her by writing his life story.

The Duchess, whose autobiography is due to be published later this year, claims that her marriage collapsed because she felt neglected by the Duke who was often away at sea with the Royal Navy.

The Press Complaints Commission said yesterday that it had not received any complaints about the *Daily Mirror*'s coverage.

Giggles as the clairvoyant is told: 'I want the royals dead'

THE Duchess's alleged conversations with the fortune teller disclose an unhappy woman weighed down by family and financial worries. During one she asks Vasso Kortes to tell her about the future health of the Royal Family.

She says: "I want to see deaths. I want to know what is happening."

Mrs Kortes: "Which one do you want to die?"

The Duchess: "The whole lot."

Mrs Kortes: "No, you're not like that."

The Duchess: "No, but there must be deaths around." (They giggle.)

The clairvoyant warns the Duchess that she is being used. The Duchess replies: "I don't give a s**t, to be honest with you. I'm so tired. I couldn't care less any more about anything. I'm just going to give up quietly now."

The Duchess adds that she feels stressed: "I feel like I've got a 10-tonne truck on my head. You're not pressure, though. You're wonderful. You're a relief from the pressure."

The Duchess goes on to describe the elements of her life causing stress. She refers to other members of her circle by number: Steve Wyatt, the American businessman, is Number 1; the Duke of York, Number 2; John Bryan, her financial adviser, Number 3; Diana, Princess of Wales is known as Blondie or D.

The Duchess says: "The pressure's too big for anyone to bear."

Mrs Kortes: "Why, what's happened?"

The Duchess: "Nothing's happened. That's just it."

Mrs Kortes: "Pressure from where?"

The Duchess: "Pressure from everywhere. Pressure from Number 3, pressure from money, pressure from the bank, pressure from life. Also, I'm waiting for something big to happen. You

know what we said? That Number 2's brother might not make it. Well, if that happened it might release me a bit."

Mrs Kortes: "What do you mean? Your brother-in-law?"

The Duchess: "Yes, well, remember you said he might not be able to go on much longer. That was your message to Blondie, that he was going to have a problem, a big problem. Although we shouldn't mention it, that he might not go on for much longer in this life."

Mrs Kortes: "How do you know?"

The Duchess: "Hah! Because she told me."

Mrs Kortes: "Who?"

The Duchess: "Blondie. She said she thinks that I told her that the reason you kept trying to get hold of her was to give her that message. She said, 'Well, that's amazing.' I said, 'Look, my little Greek friend is dead-on accurate, and you just have to listen. But if you won't talk to her, she won't — then she has to tell me to tell you.'"

The Duchess frequently talks about her financial troubles, referring to money as "the chips" or "potatoes".

At one point she says: "The chips, they're nowhere to be seen. It's really bad now."

The Duchess again: "I've been working flat out. The chips, the chips. They still aren't through..."

Later: "It's been five years now and my overdraft is up to £2 million."

Mrs Kortes: "That's a telephone number."

In another conversation the Duchess talks about her father, Major Ronald Ferguson.

Mrs Kortes: "I think he's a madman."

The Duchess: "I think he is a madman, yes."

The Duchess talks of why her father published his life story: "He needs the money, so he had to sell his daughter, which I find just monstrous."



Vasso Kortes — "Madame Vasso" — under the blue plastic pyramid designed to aid relaxation

Salvation Army gave £6m to 'poppcock' investment

BY MICHAEL HORSNELL

A FINANCIAL consultant was accused yesterday of plundering £1.2 million from naive officials at the Salvation Army to pay off debts and buy himself a house and car.

Stuart Ford, 45, a former soldier with no financial qualifications, persuaded the charity to invest £6.6 million in a "poppcock" scheme to buy and sell standby letters of credit, Southwark Crown Court was told. He "put his hands into the charity's pocket" after hopes of becoming a millionaire out of his dealings began to fade.

The jury was told the case that involved a "rather murky" Egyptian-born banker, secret dealings with an overseas bank, and "cast iron" promises of massive profits which the Salvation Army wanted to use to refurbish its string of hostels. The Army was described in court as naive to have trusted Mr Ford.

Mr Ford promised that the Army would double its money in a year, but not a single purchase was ever made. Jeremy Roberts, QC, for the prosecution, said of the deal: "It seems a bit too good to be true, but actually it was poppcock. It was poppcock. Mr Ford himself had been fed by other people who led him to believe this was a splendid scheme. There is no doubt he

believed in this himself and he in turn convinced the Salvation Army. It may be they were rather naive to believe this. Maybe it was a pity they hadn't appointed somebody better qualified than Mr Ford to advise them on their investments."

Mr Ford, who set up the Birmingham-based financial consultancy of Tilen Securities, registered in Panama, pleads not guilty to 23 specimen charges of theft between August and December 1992.

Mr Roberts told the jury: "He had enormous debts he couldn't pay, several court judgments against him and he

was unable to meet his creditors. He was in imminent danger of being put out of business."

He was relying heavily on the success of the scheme to extricate himself. When neither trading nor profits materialised he helped himself to the money.

Mr Roberts alleged that Mr Ford first misappropriated £800,000, which he used to pay off his existing debts and help himself to a better lifestyle. Later he took another £400,000 to make a loan to other clients without the knowledge of the Army for which he awarded himself an arrangement fee of £100,000.

"No doubt when he took the money for his own use he hoped to be able to put it back before the misappropriation was discovered," said Mr Roberts. "Unfortunately, as tends to happen when people do something like this, the truth came out before he had been able to put back any of the missing money." He added: "He was the sort of man for whom the big deal coming up was always just around the corner."

Mr Roberts said: "There are a lot of sharks and rogues in the financial world and it may be they saw Mr Ford and the Salvation Army coming. The trial continues."



Ford: his next deal was always round the corner

Loan turned down over pregnancy

BY CAROLINE MERRELL

THE Yorkshire Building Society has paid £4,000 in a sex discrimination claim because it refused to lend money to a pregnant woman. It paid £2,000 towards the costs of the case brought by the Equal Opportunities Commission.

Susan Marshall, a primary school teacher from London, applied for a mortgage with the Yorkshire at the beginning of last year. Mrs Marshall discovered she was pregnant while in the process of applying for the loan.

The society turned her down because it said it could not take into account her income while she was on maternity leave, despite her intention to return to work. Mrs Marshall and her husband eventually obtained funds from another lender but the Yorkshire's decision to turn down their application meant the Marshalls were unable to move into their new home before the baby was born, and Mrs Marshall was not able to have her baby in London as she had planned.

The Yorkshire said it was trying to operate a prudent lending policy, pointing out that circumstances may have caused Mrs Marshall not to return to work. The EOC said that according to its research, 90 per cent of women returned to work after maternity leave.

The Yorkshire said it was trying to operate a prudent lending policy, pointing out that circumstances may have caused Mrs Marshall not to return to work. The EOC said that according to its research, 90 per cent of women returned to work after maternity leave.

The Yorkshire said it was trying to operate a prudent lending policy, pointing out that circumstances may have caused Mrs Marshall not to return to work. The EOC said that according to its research, 90 per cent of women returned to work after maternity leave.

The Yorkshire said it was trying to operate a prudent lending policy, pointing out that circumstances may have caused Mrs Marshall not to return to work. The EOC said that according to its research, 90 per cent of women returned to work after maternity leave.

Leatham's donations will be sold, but the museum is keeping his stuffed and mounted Ichang tufted deer, shot in a remote region of China in 1903 and the first example of its species ever to be shown in a western museum.

Began in 1850, the collection had become a time warp, virtually unchanged since it opened on its present site in the college grounds in 1889. Until recently the walls were hung with more than 300 big game trophies, and glass cases housed 160 stuffed birds and nearly 3,000 of their eggs.

The auction at Bonhams on October 23 is likely to prove popular with collectors. A Bengal tiger's head may be bought for less than £1,000, a pair of lions for £2,500, and a snow leopard in a glass case for about £3,000, according to catalogue estimates.

Eton to make killing in big game

BY JOHN SHAW AND ALAN HAMILTON

THE big game trophies, stuffed birds and dinosaur fossils that once fascinated generations of Eton schoolboys are about to be swept away as the college's natural history museum bows to the changed environment of the 1990s.

The head of a Bengal tiger, a pair of lions' heads mounted in glass cases, a stuffed sea eagle and a mounted gorilla are among exhibits to be auctioned later this month, and are expected to fetch up to £40,000.

Many of the animals were shot by Old Etonians who graduated to running the empire but retained a soft spot for their alma mater. The money will go towards refurbishing the museum, which was in danger of closing until Dr David Smith,

a retired Eton biology teacher, took over as its curator.

"Generations of Eton schoolboys have learnt their biology from the museum," Dr Smith said yesterday. "But in the past the emphasis of teaching was on anatomy, classification and the collecting of specimens. Now biology means genetics, ecology and evolution."

One of Eton's greatest big game shots, and the museum's most prominent benefactor, was A. E. Leatham, who left the school in the closing years of the nineteenth century, shot his way through most of the British empire, and published his memoirs under the title *Sport In Five Continents*. He sent the museum a giraffe from Africa, several rare red deer from New Zealand, various eland and impala, and a huge stuffed tarpon fish from Florida. Most of

SUPERB LOW COST, HIGH VALUE HOME & CONTENTS INSURANCE AVAILABLE EXCLUSIVELY FROM HOME & LEGACY

£250,000

Buildings sum insured

£35,000

Contents sum insured

£295!

Premium per annum including accidental damage

£500,000

Buildings sum insured

£50,000

Contents sum insured

£495!

Premium per annum including accidental damage

£750,000

Buildings sum insured

£75,000

Contents sum insured

£695!

Premium per annum including accidental damage

Premiums quoted are for new policies only and are valid for a period of 14 days from the date of this publication and are subject to: The home being of standard construction and free from history of subsidence or flooding; Satisfactory physical security in force at the home; Satisfactory claims experience and acceptance of risk by insurers; Policy terms and conditions.

It's true!

Home & Legacy specialises in providing Insurance for higher value homes and contents anywhere in the UK and we will save you £100's on your premiums. We offer monthly instalment plans on premiums of £495 and above, and also offer very low premiums for fine art, antiques, jewellery, and other valuables.

MORE COVER FOR LESS

Home & Legacy offers the widest cover for the lowest premiums in the UK including free accidental damage and worldwide cover for contents and valuables.

NO AREA LOADING

Premiums quoted are true for anywhere in England, Scotland, Wales, Channel Islands and Isle of Man.

Call Robyn Harris direct on

0171 824 8224

9am - 6pm, Monday to Friday

Home & Legacy

INSURANCE SERVICES LIMITED

Public Record Office lifts the veil on the role of some of Britain's suspected traitors

Wodehouse 'was not disloyal, but simply a vain fool'

By Valerie Elliott, Whitehall Correspondent

P.G. WODEHOUSE is portrayed as a vain fool rather than a traitor in secret government files released yesterday by the Public Record Office. The author, who lived in France and was interned by the Germans during the Second World War, aroused widespread ire for making five broadcasts for an American company at that time.

The broadcasts were largely innocuous, not strongly pro-German but containing whimsical descriptions of Wodehouse's internment. In one he referred to the Wehrmacht as "a fine body of men", a phrase frequently recalled by those seeking to prove he was pro-German but

which was, in the context, a facetious irony. George Orwell, writing in defence of Wodehouse, said the general thrust of the broadcasts had been that he "had not been ill-treated and bore no malice".

Wodehouse and his wife, Edith, lived in Le Touquet, northern France. They twice tried to escape the German advance (they were thwarted by broken-down vehicles) and remained as foreigners under observation during the German occupation. Wodehouse was subject to a 9pm curfew, but seems to have entertained senior German officers in his home.

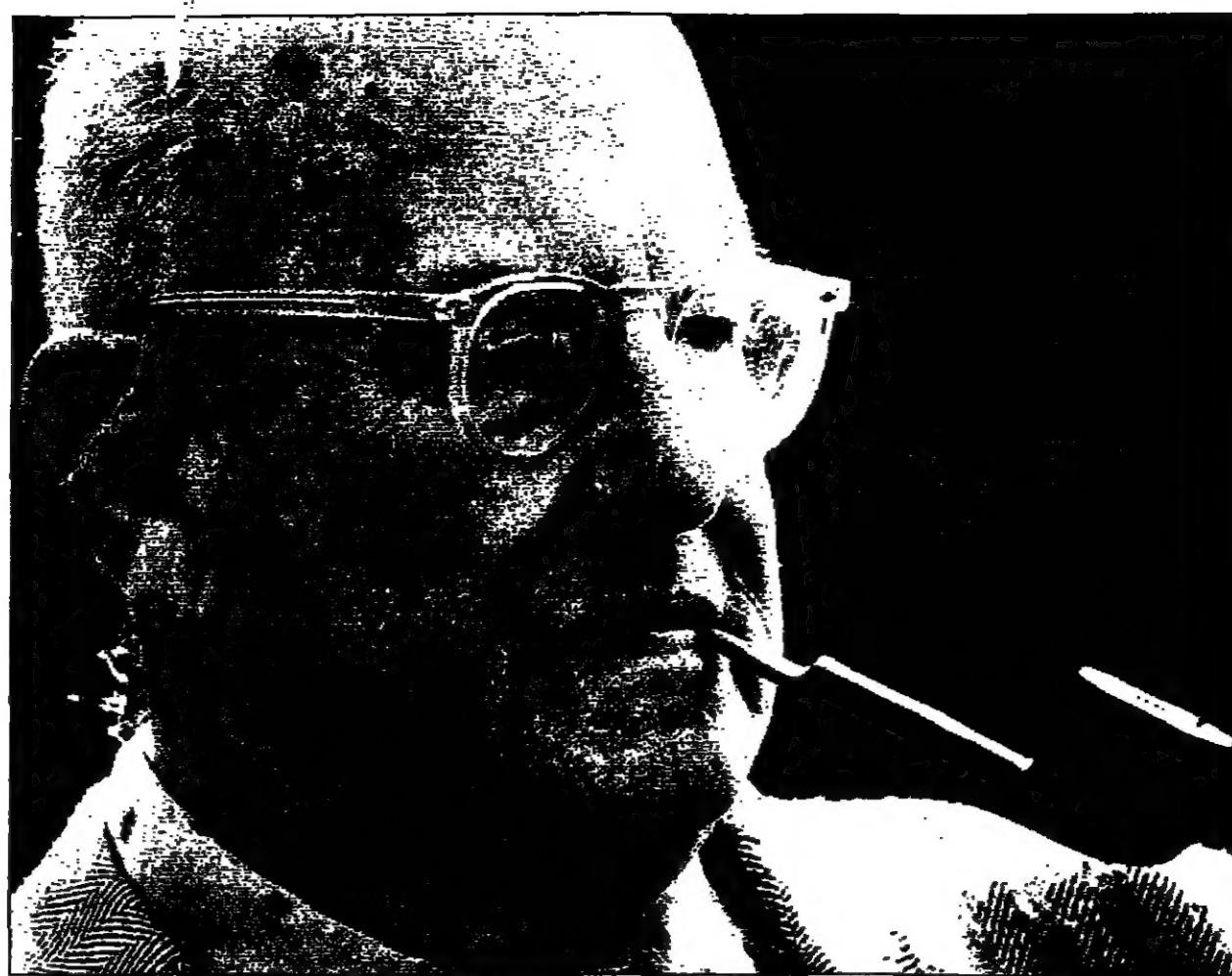
There is evidence from the documents that the Wode-

houses received frequent payments from German officials between 1941 and 1944. That seemed to be circumstantial evidence to brand Wodehouse a traitor but insufficient to ensure a conviction in a jury trial. Correspondence disclosed yesterday shows that government opinion was divided over the broadcasts from Germany and that ministers and the authorities conspired to keep the novelist from returning to Britain, fearing an embarrassing political backlash.

One official report to Herbert Morrison, the Home Secretary, described Wodehouse as "a silly ass and a selfish ass with treason". The report described Wodehouse as a person "without political sense, who lives in a world of his own, and is only interested in creating humorous characters and incidents to please himself and his book-buying public".

The broadcasts had provoked outrage in Britain and Wodehouse never returned after the war, living instead in America until his death in 1975 at the age of 93. He died 45 days after he was awarded a knighthood in the New Year Honours List in 1975. He became Sir Pelham Grenville Wodehouse in a largely symbolic gesture of reconciliation but died before the honour could be officially conferred.

When Wodehouse was released from internment before the end of the war there were fears that he might wish to return to England and wreak political havoc. But one senior official wrote: "If the rat has



Wodehouse insisted to MI5 that his broadcasts were to repay the kindness of American fans

enough intelligence to leave the sinking ship, I should suspect he must have enough intelligence not to put himself within the jaws of the British mastiff."

Wodehouse, however, is given a strong defence in the documents by Freddie Krauff, an Austrian prisoner-of-war in Britain, who said he had heard first hand the German plan for Wodehouse to be used for propaganda purposes. Even though the novelist had made five broadcasts, Krauff said he had refused to continue. "Mrs Wodehouse told me one day that her husband had broadcast in Germany and made a very bad impression in England. He had only been interested to give English listeners a description of life in an internment camp and had never thought that this might be taken as pro-German pro-

paganda. The moment she heard of these broadcasts she had begged him to stop at once."

On his release from internment the Wodehouses were put up at the sumptuous Hotel Bristol in Paris, which housed the diplomatic corps. Alfred Duff-Cooper, the newly arrived British ambassador to Paris, was so concerned about rubbing shoulders with the Wodehouses that he informed David Petrie, the head of MI5.

The generally low opinion of the Wodehouses emerged in particular during the formal MI5 investigation by Major E. J. P. Cussem, who concluded that Wodehouse was lacking in worldly wisdom. He summed up that Wodehouse was "very susceptible to any form of flattery".

Major Cussem believed Wodehouse had just made the best of the opportunities that had been allowed him by the authorities. He had even been allowed a typewriter that had been rented for the purpose. It was an officer, Buchelt, who suggested that Wodehouse should broadcast to the Americans. The suggestion was followed up by Werner Plack, a German information ministry official who met Wodehouse at the Hotel Adlon in Berlin.

Harry W. Flannery, the US radio reporter, noted: "In making that proposal Plack showed he knew his man, he knew that Wodehouse made fun of the English and that he was still living in that period about which he wrote."

But Wodehouse insisted to MI5 that his broadcasts — for which he was paid 250 marks — were to repay the kindness of American fans. He told

Cussem: "I realised what a hideous mistake I had made and I have been trying for an opportunity ever since of putting myself right." Cussem left the Wodehouses at the Hotel Bristol in the charge of Major Malcolm Muggersidge, of the Intelligence Corps, and urged Wodehouse to give no interviews. MI5 knew the Germans paid the bills at the Hotel Bristol and were intrigued by sporadic payments to Mrs Wodehouse during 1944. She received 400,000 francs described as "special payment" or "travel expenses" in official German accounts. MI5 said they may have been legitimate but "it must be cleared up". There is no explanation for the payments in yesterday's secret files.

Leading article, page 17

'Love affair' led to cell in the Tower

THE last man to be imprisoned in the Tower of London claimed to have developed pro-German sympathies after falling in love with a young German woman, but later said the story was made up.

In 1933 Norman Baillie-Stewart sold information to German agents for £90 and during the Second World War became the first person to make "Germany calling" broadcasts.

He committed the first treason while a lieutenant in the Seaforth Highlanders and was detained in the Tower, where visitors and other soldiers watched him exercising in full uniform, kill swinging as he marched. From there he was sent to

Maidstone prison. Baillie-Stewart refused to name his German contacts but letters from a Marie Louise were read out at his trial.

The released papers say that later he told his mother he had given the Germans useless information in an attempt to be hired by British Intelligence, and that Marie Louise was the code name of a male German agent.

After his release he went to Germany. During the Second World War he made the propaganda broadcasts, in which he was succeeded by William Joyce, who was subsequently executed. Baillie-Stewart was jailed for five years. He died in a Dublin bar in 1966.

Mysterious foreign donations funded Moseley's Black Shirts

By Ian Murray

SIR OSWALD MOSELEY'S Black Shirt movement was entirely funded from overseas, the papers released yesterday disclose.

Between 1934 and 1935, £164,000 in dollars and French and Swiss francs and German marks, was paid into an account opened at the Westminster Bank's Charing Cross branch in London by three of Moseley's close associates. The money was then transferred into the account of the British Union of Fascists and was sufficient to pay their entire expenses for the period.

The report of the four-day closed trial of Moseley after he was detained and interned in May 1940 shows that he refused to divulge where the money came from. The

account was discovered by Scotland Yard detectives.

George Churchill, secretary of the advisory committee for the Home Office, said in his report that "as leader responsible for policy, Moseley said he should refrain from acquiring knowledge of the sources from which his financial support came". Churchill was highly sceptical about Moseley's claim that the donations were anonymous. He felt that this "conspiracy of concealment" was part of an attempt by Moseley to pretend he owed nothing to foreign influences: he was aware that to attract British support he had to conceal such connections.

Support for Moseley was widespread and came from all social classes. A document shows the growing concern of Lord Tren-

chard, Metropolitan Police Commissioner, to see legislation which would stop the Black Shirts holding military-style rallies.

Some 28 meetings are listed, nearly all ending in violent clashes between Fascists and Communists. In Newcastle in 1934, one meeting ended when "both sides used pieces from the platform to hit each other". Lord Trenchard said Communists always attacked Fascists, never the other way round, but wearing black shirts was "abnormal provocation".

In 1934, MI5 was told to extend its operations to cover the Fascists and was given one officer and two clerks but insufficient money to begin surveillance for six months.

After Moseley's detention in May 1940, an anonymous letter delivered to Downing Street said: "Release

Moseley, and let Englishmen have a British peace that you and your Government could never give. You have been warned."

But as time went by, Moseley's support and health dwindled. In November 1941 he met his wife, Diana, who had been interned in Holloway at the same time as him. Their meeting in the High Court was in a libel action against the *Daily Mirror* for claiming that, as Fascists, they were given special treatment in prison. The *Mirror* conceded the case after Moseley complained that in Brixton prison he had to lie on planks infested with bugs and was unable to eat the food.

His failing health led Herbert Morrison, the Home Secretary, to agree to their release at the end of 1944. More petitions calling for

Moseley to be sent back to prison were sent than those that had called for him to be released. Morrison feared, however, that Moseley might die in prison and become a martyr.

When Special Branch surveillance of the couple ended they were living near Newbury in Berkshire. Moseley travelled into Newbury only to have his hair cut. The nearest communist branch was so far away that its members decided not to demonstrate because it was too far to walk.

After the war, Moseley began disseminating Fascist propaganda again but, in an answer in Parliament, Mr Morrison said that as long as he did not break the criminal law, there was no reason or way to stop him.



Moseley refused to divulge where money came from

Six crucial facts about the fax machine you're about to buy

1. FAXING Technology has moved on and value for money has increased. So before you buy any old fax machine, take a good look at the new plain paper M3700 from Muratec. It costs only £449 (+ vat). Yet it's a lot more than just a fax machine.

2. PRINTING Check that your new fax has a built-in class 1 modem, so it can be connected to your computer and used as a high quality printer and can send and receive faxes directly to or from your PC. The M3700 does all of these.

3. SCANNING Make sure it has a computer interface so you can use your fax machine as a scanner and import images into your PC to illustrate your document files. The M3700 comes ready to plug into your PC.

4. COPYING Consider the importance of a plain paper fax that can be used as a low volume or back up copier. The M3700 produces plain paper copies that don't curl or fade.

5. ANSWERPHONE Look for a fax that incorporates a high quality digital answerphone with automatic voice/fax switching facilities. The M3700 gives you this — plus crystal clear messages.

6. THE FAX SUPPLIER Buy from a company that specialises. Muratec only make faxes, so we have to be the best. We build fax machines with all these value added features built-in, not bolted on.

So before you rush out and buy an ordinary fax, send for details on the multifunctional M3700. We'll also send you a FREE Guide to Fax Facts which contains a lot more details about buying faxes, call

0345 626782.

muratec
the fax specialists

No. 1 Stoke Road, Guildford, Surrey GU1 4HW
Tel (01483) 302100 Fax (01483) 301900
http://www.muratec.co.uk

Lottery powers electronic campus for Highlands

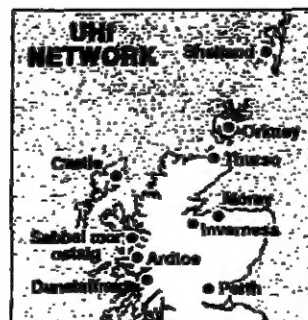
By Shirley English

A CENTURY-OLD plan to establish a University of the Highlands and Islands moved a step closer yesterday with the announcement of a £33.35 million grant — the biggest ever award for Scotland — from the Millennium Commission. The lottery grant means that the £86 million project now looks certain to proceed.

Val MacIver, chairman of the University of the Highlands and Islands (UHI) steering group, said: "This is an historic moment. The dream is a big step closer to becoming a reality."

Scotland's 14th university will be the first "electronic campus" of its kind in Britain, linking 11 existing colleges by computer and video conferencing. Recent economic studies predict that the university would boost the local economy — one of the poorest in Europe — by £70 million a year and create 800 jobs.

The idea for the university



was suggested more than 100 years ago and came closest to fruition in the 1960s during competition between Inverness and Stirling, which Stirling won.

The university will not have a centralised headquarters. Responsibility for administration is likely to be divided between 11 existing colleges, some of which lie as far as 450 miles apart.

It will serve an area larger than Belgium and Wales and encompassing one-sixth of Britain's land mass.

Video conferencing means that students in Shetland will

be able to take part in seminars in Argyll via TV and computer. The application for university status will be made early in the next century.

When the UHI eventually opens it will cater for 5,000 full-time higher education students drawn primarily from the locality, but also from elsewhere in Britain and abroad. It will offer a broad spectrum of degree courses but will capitalise on local strengths in environmental and cultural studies.

Highlands and Islands Enterprise, which is co-ordinating the project, is looking for investment from Europe, local authorities, the Government and the private sector to meet the remaining £56 million needed for the project. It estimates that the lottery money will trigger total investment of at least £100 million over the next five years, providing the UHI with high-tech communications facilities, libraries and major capital investment at each campus site.

'Daft' maths fools recruits

By David Charter

SCHOOL-LEAVERS could not spot "daft" answers to sums because they relied too much on calculators, according to a survey of leading employers and their staff. Companies and employees will both call for better mental arithmetic training at school in the report for government curriculum advisers, due to be published next month.

The main concern of the 43 leading employers, including Sainsbury, NatWest and the

Army, was that recruits could no longer sensibly "guesstimate" answers to mathematical problems. They simply accepted solutions which were clearly wrong by a factor of ten or 100.

Employers said trigonometry and algebra had been a waste of time because they did not have real-life applications. They would far rather pupils spent their time practising mental calculations.

The School Curriculum and Assessment Authority, which commissioned the research

from the University of Exeter, said it discovered numeracy was down the list of employers' demands behind literacy and skills such as team-working and communication.

It said a number of measures were being introduced to tackle the issues, including more questions needing estimates and more non-calculator tests. For the first time next summer, schools will be able to volunteer for a 20-minute mental arithmetic test for 11 and 14-year-olds, which will become compulsory in 1998.

NEWS IN BRIEF

Hammer not linked to killings

Tests on a hammer found near where Lin Russell and her daughter Megan, 6, were killed in Chillingham, Kent, have proved that it was not the murder weapon. The hammer was found near the spot where a bloodstained swimming bag belonging to Megan and her sister Josephine, 9, had been left. Police had been told where to look by villagers who said the site had been spelt out on a ouija board. Police believe it may have been a hoax.

Nurses to strike

Nurses, porters and other Union members at three London teaching hospitals have voted to strike over pay. The planned stoppages will affect the Middlesex, University College and Elizabeth Garrett Anderson hospitals.

Midwives' leader

A former nurse has been appointed general secretary of the Royal College of Midwives. Jamaican-born Karlene Davis, who has been deputy general secretary for the past two years, will take up her new post in the new year.

Piped aboard

Sir Angus Stirling, the former Director-General of the National Trust, will be chairman of a trust to run the Royal Naval College in Greenwich, southeast London. Admiral Sir Benjamin Bathurst will be a trustee.

Sam rescues jobs

Children's favourite Fireman Sam is taking 100 new jobs to a former pit village. His fictional Welsh home of Pontypandy is being brought to life in a £4 million theme park near Tonyrefail, Mid Glamorgan.

Loughlin funeral

Jodi Loughlin, 6, and her brother Tom, 4, who drowned on a Norfolk beach, were cremated after a funeral service at the church of St John the Evangelist near the family home in Upper Norwood, south London.

RAF drug jailing

An RAF technician, Simon Downs, 27, who admitted selling and possessing amphetamine and possessing cannabis at RAF Wittering, the Harrier base in Lincolnshire, was jailed for eight months by a court martial.

New departure

The British Museum has opened a shop in the departure lounge at Heathrow airport's terminal four. The shop, which will sell replicas of its exhibits, is the first to be opened by the museum outside its own precincts.

SWIFTCALL

listen

you can call
USA for only 10p a minute.

anytime

For details and to open an account, call and
quote this REF: T/U

0800 769 0800

outside UK +44 171 488 2002

France	16p per minute
Ireland	20p
Germany	20p
Australia	30p
Japan	40p
Taiwan	40p
Hong Kong	40p
South Korea	50p
India	60p
Nigeria	70p
Pakistan	80p

Call for details of massive
savings to hundreds of other
destinations.
Operators are standing by
24hrs a day 7 days a week
ready to take your call.
Please have your credit card
ready.

Local rates apply 24hrs a day 7 days a week.

LOW COST INTERNATIONAL CALLS

Widow seeks court backing to have baby by dead husband

By FRANCES GIBB, LEGAL CORRESPONDENT

A WOMAN who wants to have a baby using her dead husband's sperm appealed yesterday to be able to carry out his wishes, as medical experts argued over the ethics of the case.

In the first court action of its kind in Britain, the 30-year-old woman will go to the High Court in London tomorrow seeking permission to use the sperm for artificial insemination. The sperm was taken while her husband was in a coma on a life-support machine. One sample was taken when he was clinically dead.

The woman said yesterday that she and her husband had been trying to have a child when he contracted the bacterial meningitis that caused his death in March last year. "We had a life planned. We had decided exactly what we wanted," she told BBC Breakfast News. "I know what his feelings were. I lost my husband... But I didn't lose the ability to have his child. That is what I'm fighting for. I want the rest of my life back."

She has been refused permission by the Human Fertilisation and Embryology Authority because she does not have her husband's written consent, as required by law. Doctors had mixed views about the case with many expressing sympathy for the woman while saying that the law had to be adhered to.

Dr Stella Lowry, of the British Medical Association, said: "We understand completely that she has effectively got the consent of her husband. But we also recognise that the law was created to make sure that doctors make the right medical use of the new technologies available."

A mother's decision to defy doctors and not allow her baby to have a liver transplant would mean the child would die, a lawyer representing a health authority told the Court of Appeal yesterday. The mother is appealing against a ruling that she return to Britain with her baby for the operation. The hearing continues.

We welcome the opportunity for the courts to decide on the interpretation of the law."

John Parsons, consultant in charge of the assisted conception unit at King's College Hospital, London, was firmly opposed to the "macabre" idea. "There is no way of being sure that although the man wanted a child with his wife, he also wanted her to have their child after his death."

The woman, who is identified only by her initials, DB, is from the Midlands. She has taken out a second mortgage on her home to finance the legal case, which could cost her £80,000. She wants permission to be inseminated in Britain or permission for the sperm to be sent abroad. Doctors in Belgium and the United States have agreed to carry out the procedure. Her lawyers will argue in the High Court that she needs written permission only from a third party, not from her husband, for that sperm to be used for artificial insemination.

At her request, doctors at the Royal Hallamshire Hospital, Sheffield, took sperm from her 30-year-old husband while he was on a life-support machine. The sperm is being kept at Jessop Hospital for

Women, Sheffield. The woman is backed by Professor Ian Cooke, chairman of the department of obstetrics and gynaecology at Jessop Hospital. He said: "We would like to help the patient but we have got to obey the law. Yet the Human Fertilisation and Embryology Act is couched in fairly general principles. It aimed to envisage future situations when it became law in 1990, but it is always difficult to predict every clinical situation."

The Human Fertilisation and Embryology Authority, said that written consent was a fundamental requirement in law for the storage, and use, of a man's gametes after his death. "The written consent can only be obtained after the donor has had suitable opportunity to receive proper counselling, including consideration of the welfare of any child that may be born."

Letters, page 17



Filming begins on the set of *The Borrowers* in Berkshire, as the Fifties book becomes an expensive movie

Borrowers find £20m for big adventure

By DALYA ALBERGE

FILMING began yesterday on a lavish £20 million cinema production of *The Borrowers*, the 1950s children's book about four-inch people who live under the floorboards of an old house inhabited by full-size human beings. It is claimed to be the most expensive family film made in this country by a British company since *Chitty Chitty Bang Bang*, almost 30 years ago.

The movie, which got under way in Theale, Berkshire, is being produced by a British company, Working Title, whose successes include *Four Weddings and a Funeral* and



Mark Williams, left, and John Goodman on set

Dead Man Walking. It was inspired by the company's successful television production starring Ian Holm and Penelope Wilton.

Tim Bevan, the co-founder of Working Title, the London-

based production arm of PolyGram Filmed Entertainment, which has provided the cash, said: "This would not have happened even two or three years ago. There is a healthier climate now." The

film-makers promise "truly sensational visual effects and awe-inspiring sets". Props include 15-inch paper-clips and a ten-foot-tall toaster. For 17 weeks, they will be filming at Shepperton Studios, Middlesex, where 15 sets include a gargantuan kitchen and a whole house beneath the floorboards.

The film of the book, by Mary Norton, will star John Goodman, best-known for roles in *Roseanne* and *The Flintstones*, as a villainous lawyer and Jim Broadbent, who appeared in Woody Allen's *Bullets Over Broadway*, as the miniature father.

Arts, pages 36-39

Telephone sex pest jailed for five years

A MAN who threatened to kill a middle-aged woman in obscene telephone calls was jailed yesterday for five years.

David Smith, 50, of Lees, Oldham, was convicted yesterday at Manchester Crown Court of making threats to kill the woman, from Birkenhead.

In numerous calls recorded by police he threatened to tie her to a bed in a sound-proof cellar at his flat and perform degrading sexual acts upon her. Passing sentences yesterday, Judge Burke said: "This programme of lingering death would have stretched the fantasies of any Gestapo interrogator."

The court was told that Smith had a history of persecuting women. He was first fined for making obscene telephone calls in 1970. His mail and telephone calls will be monitored in prison.

At last, the joints are jumping, says Good Food Guide

By ROBIN YOUNG

THERE has never been a more exciting time to dine out, according to the new edition of *The Good Food Guide*, published today. After four and a half decades of bellyaching about lamentable national standards of cuisine and service, the book is suddenly full of praise.

Jim Ainsworth, the guide's editor, writes in his foreword: "Restaurants in Britain are doing nothing short of a grand job... At long last this country really gets a buzz from eating out and at long last we have restaurants to cherish and be proud of on a scale never before experienced." Mr Ainsworth says that one of the guide's former editors told him: "I wish I had had the restaurants [to review] like you've got."

London is a "destination city" attracting diners from all over Britain and abroad and other city centres such as Leeds and Edinburgh are "also jumping". Mr Ainsworth says: "Some of the best chefs around the regions are setting up a cafe here, a bistro

there, and installing trusted sous-chefs to look after them. The food in most of these places turns out to be exciting and high quality."

Restaurant owners in Leeds, which has six establishments in the guide, yesterday suggested reasons for their success. Jeff Baker, the chef for two of them, Brasserie Forty Four and Pool Court at 42, said: "I worked in London for nine years and there is no doubt Leeds is getting more like London every day. We have a lot of accountants, solicitors and other professional people here, and that helps."

Simon Gueller, the chef-proprietor of Rascasse, specialising in Mediterranean cuisine, said: "The people are not conservative. They welcome innovations and experiment."

The Good Food Guide says that not only are national standards high but "the experience and fun in both kitchen and dining room strikes home". There is a "wonderful mix of cooking styles", some representing a pure national or regional culinary heritage while "others borrow ideas and ingredients from wherever the chef fancies".

There are still minor causes for dissatisfaction. Newly fashionable big restaurants, Mr Ainsworth complains, have not mastered a booking system and some have waiters hovering offensively to "sweep diners out of the door" as quickly as possible so that more customers can be seated. Smoking is a source of "frustration and division", waiters know too little about the ingredients of dishes to guard against risks of allergies, wine prices are often unjustifiably marked up and some out-of-date and inequally administered dress codes, particularly about men having to wear ties, are applied.

There are comparatively few changes in the guide's ratings for recommended restaurants. The most notable is the promotion of Marco Pierre White's The Restaurant at the Hyde Park Hotel in Knightsbridge, central London, to a top mark of five.

The four other establishments sharing that honour are unchanged: Chez Nico at Ninety Park Lane, in Mayfair; La Tante Claire in Chelsea; Le Manoir aux Quat Saisons in Great Milton, Oxfordshire; and Almaharrie Inn at Ullapool, Highland.

The Good Food Guide 1997 (Which? Ltd, £14.99).

The Disability Discrimination Act serves every body right.

From 2 December, if you don't know about disabled people's rights, you could end up in the wrong.

Look out for further information arriving in the post.

If you provide goods, services or facilities to the public, you must be ready to comply with the Act. From 2 December, you must treat disabled people just as well as your other customers.

It's not just good news for disabled people. After all, satisfied customers are good for your business.

So be ready for a change for the better. For everybody.

'No room for boardroom excesses' in Shadow Chancellor's hard-headed, costed plans

Brown declares his aim of a 'people's tax cut'

By JILL SHERMAN AND ALICE THOMSON

A STARTING rate of tax of 10p and an easing of poverty traps for the low paid are his aims as Chancellor, Gordon Brown announced yesterday.

In an impassioned speech that earned him a standing ovation, the Shadow Chancellor made clear that millionaires would not be able to exploit tax loopholes and the privatised utilities would have to pay a windfall tax.

He made clear that he had no intention of imposing penal tax rates on the wealthy but would use any available resources to help the poorest groups by introducing a lower rate of tax and ensuring that no benefit did not pay excessive marginal tax rates.

In his keynote conference speech Mr Brown declared: "My tax-cutting ambition is to lower the starting rate of tax to 10p or even 5p, to help everyone. While the Tories want a millionaires' tax cut for themselves, I want a people's tax cut for jobs — one that will help thousands back to work."

In a speech designed to underline his determination to be tough on public spending Mr Brown also reassured delegates that he was not abandoning the party's socialist bedrock. "This is not a choice between morality and economics, between principles and realism, between prosper-

ity and social justice, between head and heart. I don't want this party to stop dreaming dreams, to water down our idealism or discard our vision."

He said there would be "no room for boardroom excesses, no room for monopolies and cartels, no place for City cliques". But he gave warning that there could be "no quick fixes, no easy options, no magic-wand solutions by cooking the books or juggling the figures" in tackling Britain's economic problems. The only way ahead was through costed, hard-headed and radical policies for stability, employment and educational opportunity.

Mr Brown also put up a robust defence of his decision to cut child benefit for 16 to 18-year-olds and target the money on teenagers in poorer families. "Only half the mothers of teenagers after 16 receive child benefit and I cannot justify the wife of a millionaire receiving child benefit for a teenager over 16 when the mother of an unemployed teenager does not and a total of one million mothers do not," he said.

"There has never been universal child benefit after 16. But universal education — properly financed for all after 16 for the first time — there



must be and will be and it is now within our grasp."

Most delegates toed the unity line in the debate, but John Edmonds, general secretary of the GMB general union, was one of the few to give an old Labour thumping speech. "I am fed up with company directors who refuse our members a decent level of pay and then award themselves the sort of money that most people never see in a lifetime," he said. To cheers he added: "Under £4 an hour for the people at the bottom and over £400,000 a year for people at the top is no way to run an economy."

Steve Stevenson, from the Transport and General Workers' Union, introduced a motion calling on a Labour government to renationalise the gas, electricity, water and railway industries. The public want to see the basic indus-

tries... back in public ownership," he said.

Christine Shawcroft of the CRS London Political Committee, said Labour was now tough on crime and added: "The best way of being tough on crime is, I think, by making sure stolen property is returned to its rightful owners — starting with privatisation."

□ The Labour leadership last night avoided a potentially damaging row when delegates at the party conference backed a move to improve workers' rights.

Unions had been pushing for the new rights against unfair dismissal to apply to workers from their first day in a new job. However, a motion that would have been fiercely opposed by employers was toned down by the Labour leadership so that it was ambiguous about when the rights will apply.

The motion said: "These rights will apply to all employees regardless of hours worked, length of service or form of contract."

While unions said this meant the rights would apply immediately, leadership sources said the current two-year waiting period would remain until the House of Lords reports on the issue.

Peter Stothard, page 16
Leading article and
Letters, page 17



New rate could cost £8.7bn

By JILL SHERMAN

LABOUR'S plans to introduce a new starting rate of tax at 10p could cost as much as £8.7 billion according to Treasury figures. Even its more moderate ambition to cut tax to 15p would cost £4.35 billion if this were applied to the first £3,900 earned, as applies at present to the 20p band.

But Labour aides were anxious to point out that Gordon Brown has made no decision about how wide the band would be or whether the rate would be introduced by gradually dropping the 20p band in 1p stages.

The initial costs would be reduced considerably if the £3,900 band were reduced, which is likely, or if the new rate were phased in over several years. If both were done together the costs would be even less.

Mr Brown's aides claim that the whole package could be afforded at a stroke if the Tories abolished inheritance tax and capital gains tax. The former would raise £3 billion while the latter would raise £1.5 billion. They concede that this is unlikely to be done overnight, if it is mentioned at all in the November Budget.

If Mr Clarke makes no such proposals, Mr Brown will have to look to other measures to raise the money. One option is to set a new 50p rate of tax for those earning over £100,000. But this will raise only £1 billion which would have little impact on helping the poorer workers.

Other options include lowering the thresholds for those paying the 40p rate of tax. But this is highly unlikely as it would penalise the Middle England voters whom Tony Blair is most keen to attract. Another choice would be to reduce a range of tax allowances for the very wealthy.

Mr Brown has already earmarked the £3 billion windfall tax from privatised utilities to spend on programmes to get young people off benefit into work. But his aides have hinted that he may try to levy the windfall tax on more utilities than water and electricity, which could bring in considerably higher sums.

Opposition candour replaced by government caution

Gordon Brown already behaves as if he is Chancellor, while Kenneth Clarke increasingly talks like a Shadow Chancellor. Mr Brown emphasises the need for "iron discipline" on public spending and every nuance of his speech yesterday was studied as a guide to what he may do in office.

By contrast, Mr Clarke talks candidly and freely about the difficulty of tax cuts as if he were a detached commentator without the constraints of office. That is what has made Mr Clarke the most interesting politician of the conference season.

The contrast brings out the unusual atmosphere of the Labour conference — unusual for a party

that has become so accustomed to opposition. But, now, all the talk is of Operation Victory with fringe meetings about preparing for government. Party leaders warn about the dangers of hubris. But almost everyone at the conference believes that Labour will be in power next May, and is behaving accordingly.

Yesterday Mr Brown married radicalism with financial respectability, putting "new" Labour views in "old" Labour rhetoric. It was a skilful performance, a hint of what has made Mr Brown the most interesting politician of the conference season.

He offered that uplift and sense of direction that party activists complain is lacking in "new" Labour. He promised far-reaching



programmes on job creation, skills training, reform of the tax and benefit system and the minimum wage. He offered a persuasive case for redirecting the resources currently spent on child benefit for some 16 to 18-year-olds to help to support universal education and training for all after 16.

There was a hint of Harold Wilson's denunciations of "old school tie" attitudes in Mr Brown's promise that "in the new Britain, under Labour, there will be no room for boardroom excesses which waste national resources, no room for monopolies and cartels

which restrict competition, no place for City cliques."

This was all rooted in sober promises of "No quick fixes. No easy options. No magic wand solutions by cooking the books, or juggling the figures. No unsustainable dashes for growth. No wish list spending solutions."

But there was an element of smoke and mirrors. This was perhaps not the occasion for discussion of Labour's commitment to the golden rule limiting public spending and for clarification of whether or how the top rate of tax will be raised. But these questions have to be answered at some stage. Meanwhile, promising a starting tax rate of 10p or 15p again exposes Labour to Tory attacks. It is a

largely empty promise for Labour to hint at raising money by reversing any cut in capital gains or inheritance taxes announced in the November Budget. These measures would take a long time to work through, so little money would be available in the short term.

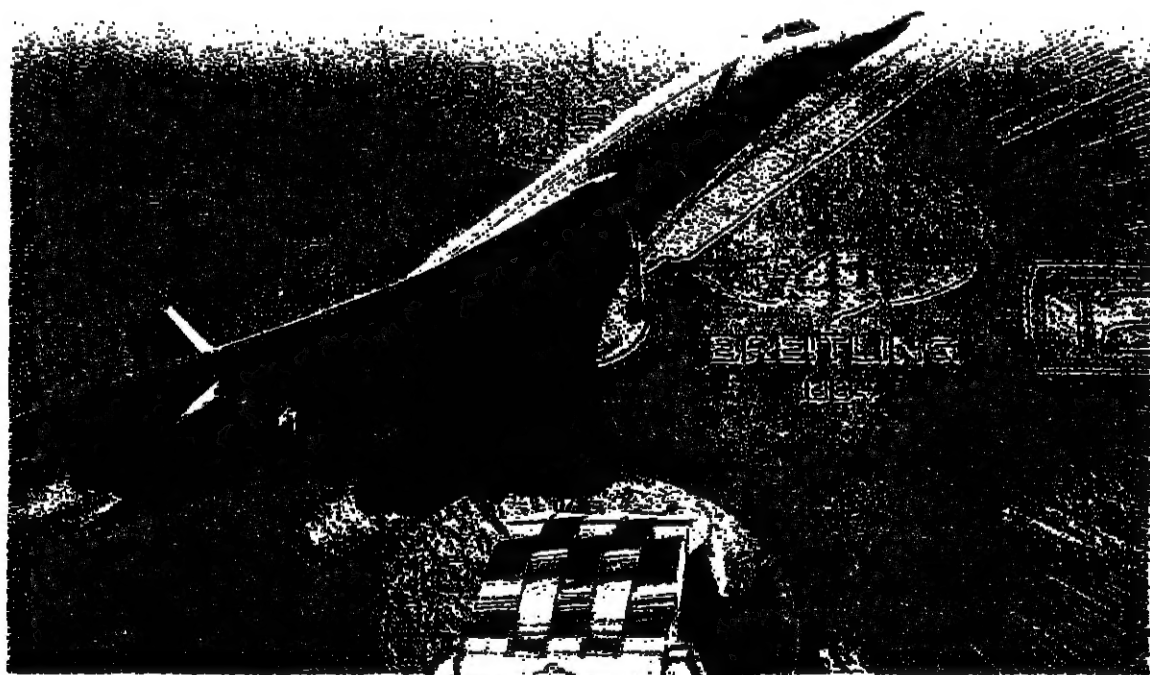
The main weakness of Mr Brown's speech was his failure to address the deterioration in public finances and how this will inevitably constrain his freedom of manoeuvre if he becomes Chancellor. Will taxes have to be raised, and spending plans trimmed after the election? Half an answer has come from the ever candid Mr Clarke.

In his GMTV interview on Sunday, Mr Clarke warned

against "frothy" tax cuts which might not be sustainable and anyway were not required to win the election. Far from being a gaffe or mistake, he was only speaking the truth when he said that, in view of the Government's record on taxes, the public would look "twice" at tax cuts from this Government and will only accept them if they can see they fit in with a sensible strategy that's going to make them better off for some years to come". That also applies to spending promises. But then Mr Brown has discarded the candour of opposition for the caution and evasions of government — even if still in waiting.

PETER RIDDELL

BREITLING
1884



CHRONOMAT

The rugged and compact CHRONOMAT was designed and developed in cooperation with the pilots of Italy's elite Freccia Tricolori flying team. Probably the world's favorite upmarket self-winding chronograph, its crisply technical good looks and straight profile are designed for total functional convenience. The BREITLING CHRONOMAT: mastering time with the ease and efficiency of the Concorde's sleek flowing lines.



Mechanical chronograph

Designed for service in the demanding, split-second world of fighter aircraft, the CHRONOMAT is easy to handle and operate, measuring times from 1/10th second to 12 hours and providing intermediate and cumulative flying times when needed. Its rotating bezel with rider tabs can be used to set a time reference or deadline. Available in steel, steel and gold or 18K yellow or white gold. Leather strap; PILOT or ROULEAUX bracelet.

AVAILABLE FROM SELECTED JEWELLERS THROUGHOUT GREAT BRITAIN AND IRELAND
FOR YOUR NEAREST STOCKIST TELEPHONE 0171 637 5167

INSTRUMENTS FOR PROFESSIONALS

CONFERENCE IN BRIEF

Foreign companies 'no threat to media'

Britain should not be afraid of foreign companies owning parts of the media, Labour supporters were told yesterday. Les Hinton, executive chairman of News International, which owns Times Newspapers Holdings, and a director of the Press Association, told a fringe meeting that increased competition in the market, not regulation, would "drive the new proliferation of media".

He emphasised that, with the exception of the BBC, no single media group commanded more than seven per cent of the time Britons spent with their media. News International products took up about 3.5 per cent, he said. "We must not be afraid of visitors from abroad and we must look across the world for new markets."

Ferguson visit

Alex Ferguson, the manager of Manchester United and a Labour supporter, will attend a fringe meeting chaired by Jack Cunningham, the Shadow National Heritage Secretary, to discuss Labour's new charter for football.

Policy plea

Labour activists called on Tony Blair to give ordinary members a greater say in how policy is formulated. Linda McAvan, vice-chairwoman of Labour Reform, said many delegates felt policy was dominated by a sterile debate between Mr Blair's inner circle and left-wingers who did not want any change.

Today's business

Morning: Clare Short, spokeswoman for Overseas Affairs, platform speech on women's issues: Robin Cook, Shadow Foreign Secretary, speech on Europe. Afternoon: Tony Blair's main conference speech. Main fringe meetings: Tribune rally with Gordon Brown, Robin Cook and Baroness Castle of Blackburn.

Raising taxes is a vote winner, says Hattersley

By JAMES LANDALE
POLITICAL REPORTER

A PROMISE of tax increases to pay for public services would win votes for Labour, Roy Hattersley said yesterday.

The former deputy leader urged Tony Blair to remain true to the party's egalitarian traditions. He said that Labour had lost the last general election because it failed to win the voters' trust.

"The British people would have voted for tax increases to improve services," he said. "Now the competence of the leadership is undoubted. I believe that services are in such a desperate need of improvement that we were to see a hypothecated increase in taxes, there would be a real enthusiasm for bringing it about."

Speaking at a meeting of Labour Reform, a group of activists calling for greater involvement of party members in policymaking, Mr Hattersley also warned Mr



Hattersley: services must be improved

Blair that Labour would not survive more than one term in government unless it maintained a core belief in social equality. He said that a party should change its policies with the times, but not its principles.

"If you have an organisation based on a core belief, you cleave to the central principle and you adjust your policies to the principle and the prevail-

ing circumstances," he said. "It is very important that the party should have that central core which keeps us together and keeps us in one piece."

Mr Hattersley argued that party activists needed some substantial policies and ideology to try to sell to the electorate on the doorstep. "I don't believe you will go out in the rain for fiscal probity," he said, referring to the mantra repeated constantly by Gordon Brown, the Shadow Chancellor. "But you will go out in the rain for a more equal society."

Labour should have the confidence to sell an idea of social justice and equality, rather than just low taxes. Quoting Gladstone, he said that voters were not simply after "the fractification of the florin in their pocket". He said: "I do not believe that that is all the people want, and I believe politicians underestimate the people if they pander to that view."

The show goes on for Harriet, new Labour's super trouser

By ALICE THOMSON
POLITICAL REPORTER

HARRIET HARMAN yesterday faced with aplomb one of the most nerve-racking 24 hours of her political life. Not only was she in charge of the most controversial issue of the conference, pensions, but she knew that at 5pm she could face the public humiliation of being thrown off the National Executive Committee.

The Shadow Social Security Secretary was up at 5am, reading newspaper forecasts of her demise, before being briefed in her room by her two aides about damage limitation. Having dressed in a maroon trouser suit,

she went down to the lobby of the Imperial Hotel at 6am where she was met by glancing camera lights.

Forget Cherie Booth and Barbara Castle. Ms Harman was the woman of the day. Everyone wanted to know whether she was worried about the afternoon's NEC election results. Did she think Tony Blair would come to her rescue again as he had when she decided to send her child to an opt-out grammar school? And was she seething at the octogenarian Baroness Castle of Blackburn for opposing her on pensions?

Ms Harman had had only four hours' sleep. The previous evening had been spent buttering off delegates before heading off for

the New Statesman party, where she stayed until 1.30am.

Only three other MPs were doing the media rounds while it was still dark outside, the rebels Ken Livingstone, Jeremy Corbyn and Diane Abbott. The shadow minister toyed nervously with her pensions crib sheets as she entered the media ring. Her first interview was with BBC Radio's *Good Morning Scotland*. Tucked in beside a bellowing Big Breakfast producer and TalkBack Radio, she tried to concentrate on the tricky pension question while those around her discussed the sexist MPs in Westminster.

GMTV was filming her so she could not even take a slurp of

coffee. As she finished, she just had time to say to her aide: "I can't do any more TV before I put some make-up on," before being whisked into the portable building that is home to Radio 4's *Today*. She stumbled a little as she talked about caring for the poorest pensioners but didn't make a gaffe. When James Naughtie, the presenter, asked if she thought that she would keep her position on the NEC, she smiled sweetly: "You will just have to contain your enthusiasm until 5pm, Jim."

Half an hour later Gordon Brown had emerged to talk about tax. Mr Brown got away with a crumpled suit and stained tie; Ms

Harman knew that she had to look immaculate. She just had time to put on her make-up before the BBC and ITV crews captured her in a pincer movement. They wanted to know whether she minded being the least popular MP along with Virginia Bottomley, according to a *Sunday Times* survey. Ms Harman ignored the question.

By 8am grey spin-doctors had emerged blinking into the light but Ms Harman, buoyed by her head-start, did not need them. Nor was their advice from her husband, the trade unionist Jack Dromey, who was in London with the children. Instead she had breakfast with her second-in-com-

mand, Henry McLeish, and the new, svelte Mr Brown, and darted around between spoonfuls of muesli talking to the press.

She made sure she was seen beaming on stage for the opening of the conference before disappearing to talk to former miners from the Rhondda Valley. "I always thought Harriet was a stuck-up, vicious middle-class do-gooder, but she has got real guts," one said.

While Baroness Castle held a glamorous fringe conference, with champagne, to restate her opposition to any compromise over pensions, Ms Harman talked to pensioners from Age Concern and ate vegetarian sandwiches. She

went to support Mr Brown while he delivered his speech before going away to write her own. At 4pm she went into more talks about pensions with unions.

At 5pm she went alone to hear the NEC results, emerging triumphant half an hour later. She had got in — and with more votes than Ms Abbott. Her enemies said it was only because of the women's quota, but she didn't care. There was another fringe event to address, followed by a dinner with journalists, three more television interviews and parties. Her final showdown with Baroness Castle on pensions wasn't for another 48 hours. Ms Harman had time to enjoy her victory.

Smith promises to end waiting for cancer surgery

By ARTHUR LEATHLEY
POLITICAL CORRESPONDENT

LABOUR pledged yesterday to ensure that no cancer patient would be made to wait more than a fortnight for surgery.

The promise forms the foundation of a £100-million plan to cut overall waiting lists and is intended to be implemented within the first year of a Labour government.

Chris Smith, the Shadow Health Secretary, told delegates that the decision would benefit 137,000 people, some of whom wait eight months for surgery, and would cost up to £40 million. He said that the cost would be met by savings on "unnecessary and expensive bureaucracy".

Although the announcement was broadly welcomed by doctors, cancer campaign groups cast doubt on Labour's ability to cut waiting lists so quickly. They said that it could take several years to introduce "immediate" surgery, considered to be within two weeks. It was pointed out that the vast majority of cancer patients already undergo surgery within a month of diagnosis.

Mr Smith said that Labour would investigate the possibility of using smaller hospitals, possibly including community and disused cottage hospitals,

Chris Smith provoked laughter when he ridiculed a health trust memorandum that advised managers on the correct use of chairs. He told delegates: "Under the heading of Immediate Action, it says: 'Managers and staff are advised to ensure that all chairs and stools are used solely for their intended purpose and in the correct manner.' The memo, he claimed, was part of the "explosion of unnecessary bureaucracy".

to give better post-operative care. He accused health service managers of forcing patients out of hospital too early, leading to unnecessary readmissions. He also announced plans to consult employers and trade unions on ways of improving health at work.

The Shadow Health Secretary underlined his credentials as a senior left-winger. Only 24 hours after Robin Cook, the Shadow Foreign Secretary, urged Tony Blair to address the issue of poverty, Mr Smith also strayed slightly beyond his health brief to take up the issue.

"As Tony Blair has said, if after five years of a Labour Government we have not succeeded in rolling back the tide of poverty then we might as

well pack up our bags as a political party and go home. Tackling poverty is part and parcel of what we believe in as a party. And it's part of what brought me into this movement in the first place. And it's why our pledge on ending the nightmare of unemployment for our young people is so important."

Labour's plans to end cancer waiting lists marked a shift away from past pledges to help patients who have waited longest and instead concentrate resources on those in greatest need of surgery. James Johnson, chairman of the British Medical Association's consultants' committee, said: "The idea of differential waiting list targets, depending on the urgency of the condition, seems to be a far more sophisticated way of dealing with the problems of long waiting lists."

However, David Skidmore, a cancer consultant from Dartford, Kent, accused Mr Smith of being "deceived by figures" and failing to research the background. Many cancer patients are in fact waiting for a second phase of surgery, such as plastic surgery, and are no longer suffering from cancer. In any case, it does not necessarily help to rush into surgery in the way that seems to be suggested.



Be prepared: a draft manifesto awaited every delegate yesterday

Leader's allies win seats in NEC elections

By ANDREW PIERCE, POLITICAL CORRESPONDENT

TWO allies of Tony Blair were elected to the National Executive Committee in a result which is seen as a further boost for his leadership.

In the women's section, Hilary Armstrong, the Shadow Environment Minister, took the seat vacated by Joan Lester, the veteran left-winger, who is retiring at the general election. Ian McCartney, the party's employment spokesman, comfortably won the nomination of the Socialist Societies section.

Mr McCartney said he saw his success in getting onto the NEC for the first time as a victory for the campaign he has run against the so-called "fat cat" executives.

However, Ken Livingstone and Jack Straw, the Shadow Home Secretary, were denied places despite polling more votes in the constituency section than Harriet Harman. She won a place because of the quota rule which guarantees a place for three women; the other women elected were Diane Abbott and Marjorie Mowlem.

Robin Cook, the Shadow Foreign Secretary, was first in the constituency section for the second year running with a 25 per cent increase in his vote. David Blunkett replaced Gordon Brown in second place and the Shadow Chancellor slipped to third. Labour officials

were delighted with the outcome. "It is a great result for the leadership. The NEC is much stronger."

"Harriet Harman beat Diane Abbott and the two are closer to the leadership than their predecessors," said an official.

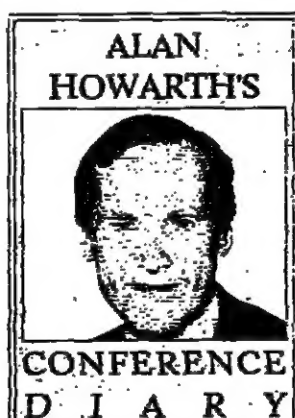
□ In the constituency section the following seven members were elected by a postal ballot: Robin Cook: 109,801 (poll: 85,670 last year); David Blunkett: 94,096 (75,984); Gordon Brown: 93,679 (79,371); Dennis Skinner: 73,391 (64,288); Marjorie Mowlem: 68,271 (53,578); Harriet Harman: 58,112 (69,029); Diane Abbott: 54,800 (45,653). Those not elected were: Jack Straw: 64,547 (58,486); Ken Livingstone: 58,593 (53,423).



Livingstone: polled more votes than Ms Harman

A new world of democracy, better suits and more drink

A year ago Alan Howarth, MP for Stratford-on-Avon, left the Tory party to join Labour. In the first of a series, he reports his impressions of his first Labour conference



CONFERENCE DIARY

Labour's conference is longer, more complicated and much more waywardly democratic than the Tories'. At the end of 24 hours at my first Labour Conference I have to say that I am bemused by both the procedures and the politics.

What does strike me is the depth of ethical commitment and thoughtfulness. There is also a range of expertise that it is unlikely would be in evidence at a Tory debate. One man, 40 years in the Salvation Army, and 30 years a social worker, was followed by a midwife, a speech therapist, an ophthalmologist and two GPs.

Another speaker said: "I am proud to be in the party of compassion." So am I.

My initiation to conference was fitting for a former higher education minister. At the Labour students' reception at the Imperial Hotel on Sunday evening I was supplied with lager by an extremely beautiful girl and informed by a young media veteran

that Labour proceedings are even more liberally lubricated by alcohol. New Labour students certainly wear better suits.

I was lobbied by the British Entertainment and Discotheque Association, sponsors of the event, who want the party to legalise Sunday dancing. I said I would support the case providing it was not made compulsory.

A model short speech by Labour student Lizzie Watkins expressed the genuine warmth of support for Tony Blair that was felt in the room. Left Labour students should be suspected of sycophancy I am pleased also to report overhearing someone wondering out loud whether, once Jack Straw has brought in his curfew, it will be possible any longer to proceed from disco to disco at conference.

I joined crowds of delegates who funnelled out of the side entrance of the Winter Gardens to travel back down Coronation Street to hear Jack Jones and Peter

Townsend address a fringe meeting on 'Pensioners Out Of Poverty' in the boardroom of the Blackpool Hotel and Guest Association.

As the organiser kept plaintively repeating, the event was organised in March when it was assumed not many people were interested in pensions.

It was a very crowded, very hot and somewhat grumpy meeting, from which many were turned away. Many others, including myself, had to strain to hear. Jack Jones was introduced as the patron saint of pensioners. Jack reminded us that you don't get to be a saint without a capacity for carefully calibrated malice by saying to those present — some of

whom, as a member of the Shadow Cabinet suggested, may just possibly have demonstrated against in Place de Strife — that we've managed to convert Barbara.

Introduced by Clare Short as "our own Iron Chancellor" Gordon Brown's task in the economic debate was less to reassure the markets for the umpteenth time than to convince the Labour Party that there is daylight between his policies and Ken Clarke's. He did so, to the relief and enthusiasm of Conference.

His argument that social justice is not a bonus to be earned if an economic miracle occurs but a precondition of sustainable economic success is far away from the Tory conception.

It is persuasive both ethically and practically. Similarly he stressed the imperative of investing in education, the foundations of economic success being laid not in the boardroom but in the classroom.

All the same, when he asked rhetorically whether our lack of performance is because the British people undervalue education, did he entirely persuade himself that it is not so? Maybe it will take a Scottish Chancellor to have that faith.

Pensions defeat in balance

By ARTHUR LEATHLEY

THE Labour leadership was last night fighting an eleven-hour battle to avert a conference defeat tomorrow as one of the biggest trade unions announced it is to oppose party policy on pension rights.

John Edmunds, general secretary of the GMB, made clear that his union will back Baroness Castle of Blackburn in her fight to force Labour to raise state pensions.

However, two other key unions — Union and the Transport and General Workers' Union — deferred a decision on whether to support demands for pensions to be increased in line with earn-

ings. This left the Labour leadership hoping it could avert embarrassment today, either by defeating the demands in a conference vote or by persuading constituency delegates not to force the issue to a vote.

Tensions over the issue increased last night after Lady Castle accused Harriet Harman, the Shadow Social Security Secretary, of "inventing" figures. She said that Ms Harman had written to trade union leaders telling them that their members should be aware that if pensions were earnings-related, each union member would lose £500 from

a rebate they receive on occupational pensions.

Lady Castle accused the party of "lighting dirty because they are frightened". "That was a complete fabrication to suggest there would be any reduction in the rebate," she said.

Lady Castle has refused to accept a compromise hammered out at the weekend to allow the issue to be covered by a review of pensions policy. Earlier, Gordon Brown, the Shadow Chancellor, flatly rejected Lady Castle's claim that he was putting the "frighteners" on delegates to back the leadership's proposal.

MP decries 'cultural malaise'

A LABOUR frontbencher yesterday attacked the "miserable bunch of chattering classes" who he claimed were "ashamed" of making profitable Hollywood-style films. Dr Kim Howells, the party's trade and industry spokesman and MP for Pontypriid, blamed a "cultural malaise". "I can never understand why Hollywood can raise money and British companies can't," he told a fringe meeting. "I think we have got the directorial talent, we've certainly got acting talent, we've got some decent writers."

Norwich Union offers two years fixed premiums.

If only everything about your health was so predictable.



Norwich Union Healthcare policy your increasing

can't mean increasing premiums. Because if you're

we'll fix the amount you have to pay for the

first two years. No unexpected

outgoings there. Also if you're

over 60, unlike some other

policies, there are just two age

bands. So that's easy

on you, too. Finally,

there's no limit to the

amount you can claim

or total number of

valid claims you can make in

a year. That feels better. Call

0800 42 42 42

now if you'd like

more details. It all

to USon

knocks spots off

the other health

insurance policies.

424242

INSURANCE INVESTMENTS HEALTHCARE PENSIONS

DATA THAT YOU PROVIDE MAY BE USED BY THE GROUP COMPANIES, YOUR INSURANCE INTERMEDIARY OR OTHER RELEVANT ORGANISATIONS FOR MARKETING PURPOSES SUCH AS MARKET RESEARCH. CONTACTING YOU REGARDING YOUR FUTURE INSURANCE NEEDS, FOR YOUR SECURITY, CALLS TO NORWICH UNION HEALTHCARE MAY BE RECORDED.

BMA clinical congress

New chief medical officer calls for paracetamol ban

FROM JEREMY LAURANCE, HEALTH CORRESPONDENT, IN ISTANBUL

PARACETAMOL, Britain's most popular painkiller, must be banned, the Government's newly appointed chief medical officer in Scotland said yesterday.

Professor Sir David Carter, who takes up his post on November 1, said paracetamol poisoning was the commonest cause of acute liver failure. Paracetamol poisoning causes more than 100 deaths and 30,000 hospital admissions a year. Almost all were deliberate attempts at suicide.

It has been known for more than a decade that paracetamol could be made safe by the addition of the antidote, acetylcysteine. However, the safer drug costs more and drug companies have been reluctant to promote it because of fears it would damage their sales.

Sir David, who is currently

Professor of Surgery and director of the liver unit at the Royal Edinburgh Infirmary, said one in ten liver transplants performed in his unit was for paracetamol poisoning. He said he could see no reason why paracetamol should not be replaced with a similar product containing an antidote that would make it safe in overdose. "I don't really understand why it can't be removed," he said.

Sir David, who was speaking to the British Medical Association's annual clinical congress, in Istanbul, said that 30 patients with paracetamol poisoning were referred to his unit over two years, of whom ten had transplants.

A single dose of 20 tablets was sufficient to cause liver failure but it was often impossible to tell how many tablets had been taken or when: a

liver transplant had to be performed within 24 hours to have a reasonable chance of success.

Asked if he would press for a ban on paracetamol when he takes up his new post he said: "It is one of the issues I would like to take up."

Dr Geoffrey Brandon, director of the Paracetamol Information Bureau, which is financed by the drug's manufacturers, said paracetamol was used by 30 million people a year in the UK and had a remarkable safety record over 40 years. "A tiny minority use it for deliberate self-poisoning but fortunately the recovery rate is better than 99 per cent," he said. Paracetamol accounts for 6 per cent of the 2,000 deaths a year from medical overdoses.

Sir David said that doctors were increasingly referring



Sir David Carter: paracetamol should be replaced

patients with paracetamol overdoses and with alcoholic liver disease for liver transplants, which cost £40,000 each and imposed increasing strain on liver units. He said: "I find this is one of the most difficult issues. Should we be using transplants for alcoholic liver disease when organs are in short supply? The public will have to become more involved."

Sir David said that most victims of paracetamol poisoning were young and did well with liver transplants but sometimes there was a history of drug abuse or infection with

HIV. "If that is in the background it colours your thinking," he said. Alcoholics were required to stop drinking for at least six months before their case for a transplant would be considered.

Sir David admitted that he was playing God. "I think that's inevitable if you practise medicine. We are making clinical decisions that affect life and death all the time. Part of the calculation of risks and benefits involves the setting to which the patient returns and the ability they have to cope medically and socially with the pressures."

When the 'safer' painkiller can cause headaches too

BY DR THOMAS STUTTAFORD

PARACETAMOL is often regarded as the safe alternative to aspirin for headaches. But this is true only when the officially recommended dose of four grams, or eight tablets, a day is not exceeded.

Dr Roger Williams, the retiring director of the Institute of Liver Studies at King's College London, said: "It's untrue to think of paracetamol as a dangerous drug because it's only dangerous if taken in overdose. It is the safest analgesic (painkiller) available, provided that it is taken in the recommended dose. Between 70 and 80 per cent of the patients seen at King's who had attempted suicide with paracetamol were not only trying to kill themselves but had chosen paracetamol because they knew of its liver toxicity."

One of the dangers of paracetamol poisoning is that the lethal dose varies from person to person. But studying the figures at King's College Hospital, 80-90 per cent who had taken a dose that caused liver necrosis had swallowed more than 30 tablets at once. Ten per cent had taken 20-30 tablets and only a



small number had taken fewer than 20. Paracetamol is rapidly absorbed and metabolised, so that if instructions are followed build-up of the drug does not occur.

Aspirin, the alternative to paracetamol, is a useful anti-inflammatory agent as well as being analgesic and is a life-saving drug for many people with established or potential heart disease. But it has two main disadvantages.

In children, aspirin occasionally causes Reye's syndrome, acute brain damage associated with fatty infiltration of the liver and other organs, and in adults, particularly the aged, aspirin is responsible for gastro-intestinal bleeding — usually no more than a slow ooze but sometimes a serious haemorrhage.

Dr Williams, in keeping with standard teaching on both sides of the Atlantic, recommends to the heavy drinkers that he sees that they

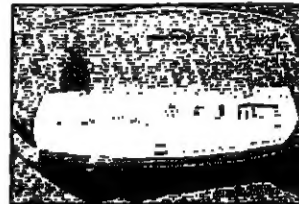
should avoid paracetamol. Immediate treatment of paracetamol poisoning is important. Although the drug is rapidly absorbed through the stomach, a washout is recommended if the patient is seen within four hours. In remote country districts an emetic is injected.

Two antidotes, acetylcysteine and methionine, are available. They are effective only if given within 24 hours, preferably within 15. Methionine is added to some preparations of paracetamol so that those who take an overdose also take the antidote.

To those who need a mild painkiller, the advice is not to give aspirin to young children and to take care if there is a tendency to indigestion. I still prescribe paracetamol, by itself or in combination, but I try to remember to warn patients, whether hardened drinkers or abstemious, never to exceed the recommended dose.

BT cut 20% off national evening calls.

Personal monitor gives women the green light for sex

BY NIGEL HAWKES
SCIENCE EDITOR

The Persona monitor

A NEW contraceptive device launched today will give women the green light when they can have sex without the risk of pregnancy. A small hand-held monitor, containing a mini-laboratory for testing hormone levels and a personal database that builds up a record of monthly cycles, will tell the woman at a glance whether she needs to take precautions.

The device, called Persona, puts natural methods of family planning on a scientific basis. In tests, it proved 95 per cent effective in preventing pregnancy, a success rate comparable with that of condoms.

The system, marketed by the Unilever company Unipath, was welcomed yesterday by independent experts who said that it would be a valuable addition to existing methods. "Persona is a real breakthrough in contraception," Professor John Guillebaud, of the Margaret Pyke Centre in London, said. "It increases women's choice, offering them a method that is not only unambiguous and

simple to use but gives a sense of a woman working with her own body."

The system is based on the well-established fact that pregnancy is possible: on only certain days of the month. On the morning after her period begins, the woman presses the start button on the device. Afterwards she checks each morning what light the device is displaying.

Most days it will show green, but on about eight mornings in each cycle it will show a yellow light, which means that she has to do a simple urine test. Test-sticks wetted with urine are inserted into the device, which measures the hormone levels. A red or green light follows, depending on the hormones.

Unipath said that on between six and ten days in each cycle Persona would show a red light, indicating that barrier contraception would be necessary that day. The hormone levels are stored on the database, allowing the device to be "tuned" more precisely to each woman's cycle.

Trials were conducted with 1,200 women in Britain, Ireland and Germany. Dr Rosemary Kirkham of the University of Manchester, who has been involved with many contraceptive trials, said: "This is the first time I have found that the volunteers have enjoyment in using the method. It's a wonderful new concept, putting couples in charge of their own fertility."

Professor Bob Snowden of Exeter University, who was involved in the trials, said: "It is very simple to use. There is no fear of side-effects and it is independent of doctors."

The monitor costs £49.95 and a month's supply of the test-sticks is £9.95. Unipath has given Boots exclusive selling rights for the first year.

Birth rate in EU lowest since war

FEWER than four million babies were born in the European Union last year. The fertility rate of 1.43 children per woman was the lowest since the Second World War. Population statistics published yesterday show that, when deaths in Europe are taken into account, the natural increase last year was 290,100.

The figures show that fertility has fallen in most EU countries over the past 15 years. Ireland still has the EU's highest fertility rate, at 1.87 children per woman last year. Next came Finland (1.81), Denmark (1.8), Sweden (1.74), the United Kingdom (1.7) and France (1.7). Italy (1.17) had the lowest.

Fiennes plans solo transantarctic trek

BY PETER FOSTER

SIR RANULPH FIENNES, the polar explorer, yesterday outlined his plans to become the first man to cross the Antarctic on foot, alone and unsupported. The journey, across 1,800 miles of frozen wilderness, is expected to take nearly three months.

Sir Ranulph, 53, who sets off on November 1, will drag 500lb of supplies and equipment on a sledge in temperatures as low as -20C (-4F). "I can only liken it to towing a legless bathtub filled with three large men over 1,800 miles of sand dunes," he said.

If he succeeds, Sir Ranulph will have achieved the last major remaining polar exploration record. He already holds the unsupported polar man-haul record with Dr Mike Stroud. Four other competitors, one thought to be



from Britain, are expected to enter the race soon.

Sir Ranulph, an old Etonian and former SAS officer, will set off from Berkner Island and climb to the South Pole plateau at 10,000ft before descending to the Beardmore Glacier, the Ross Ice Shelf and the finish line at Scott Base. The expedition could raise more than £3 million for the breast cancer charity Breakthrough.

5 minute national weekday evening call	Before 8th October	After 8th October	With Friends & Family	With Friends & Family and PremierLine
	30p	24p	21p	18p

TO FIND OUT WHAT YOU COULD SAVE RING THE NUMBER BELOW.

October 8th. Massive price cuts. BT Freefone 0800 003 800

* MINIMUM CHARGE PER CALL, DIRECT DIALED CALLS ONLY. EXCLUDES CALLS TO MOBILES, BY PUBLIC PAYPHONES AND BY CHARGE CARD CALLS. FRIENDS & FAMILY NOT AVAILABLE WITH THE LIGHT USER SCHEME. DISCOUNTS START FROM CUSTOMER'S NEXT AVAILABLE BILL. PREMIE LINE SUBSCRIPTION IS £6 PER QUARTER.

هكذا من الأصل

HARRODS.
POSSIBLY THE ONLY
PLACE THAT
COULD TEAR YOU
AWAY FROM
THE GOLF COURSE
THIS WEEKEND.

Harrods
KNIGHTSBRIDGE
Harrods Ltd., Knightsbridge, London SW1X 7XL.
Telephone: 0171-730 1234.

Golf accessories by Harrods, clockwise from top right: Set of three headcases, £29.95. Golf bag, £79.95. Golf towel, £7.50. Golf umbrella, £29.95. Solid gold putter, £9,995. Golf balls, single, £1.50. Box of 12 balls, £19.9. Golf tees, available in 12 different colours, 10 for £1. Box of 50 tees, £4.95. Gold coloured marker, part of gift sets ranging from £9.95 to £24.95. Men's long sleeve v-neck sweater, £59.95. Men's short sleeve polo shirt, £24.9. Ladies' white golf glove, £19.95. All available from the Golf Shop, Fifth Floor.

Electoral reform rules out safe bets in New Zealand poll

NEW ZEALAND'S first election under proportional representation is proving difficult for voters, commentators and politicians alike. With just over a week to go, only the foolhardy would bet on how the votes might be cast or on what the politicians might do once they are counted.

Despite public education campaigns, many voters are still confused at having to cast two votes — one for their constituency candidate and one for the party of their choice. Politicians seem equally confused by a multiparty system that is virtually certain to lead to coalition government.

The plight of the ruling conservative National Party illustrates the complexities. Its current poll



Bryan Gould says the proportional representation system introduced for next week's elections remains a mystery to both politicians and voters

rating of just below 40 per cent represents a very creditable maintenance of the support that brought it election success in 1993. Under a first-past-the-post system, it would get back in with a working majority. But the new adopted mixed member proportional system means 40 per cent of the vote will produce only 40 per cent of the seats. The National Party desperately needs a coalition

partner — but no right-wing splinter group can be sure of reaching the 5 per cent threshold (or, alternatively, one constituency seat) needed to produce seats in the new Parliament. Even if they did win seats, the presence in a coalition with the National Party of the Christian Coalition (the New Zealand equivalent of the American Moral Majority) or the aggressively free-market Association of

Citizens and Taxpayers would deter other smaller parties from entering such an arrangement.

So the National Party looks like being stuck tantalisingly short of the seats it needs to form a majority government. Jim Bolger, the Prime Minister, is reduced to talking vaguely of a minority government or offering an improbable coalition arrangement with his traditional Labor opponents.

At around a 20 per cent rating in the polls, Labor's Helen Clark is emerging as the most likely next Prime Minister. After three years of low popularity and internal party divisions, she is reaping the reward from a well-run campaign that has allowed her to be seen increasingly as the leader most

likely to put together a viable coalition. Labor's vote may well be higher than its current rating.

This is just as well since no one in Labor's ranks has dared to contemplate the nightmare of having to enter a coalition deal as a junior partner. Labor needs to head off its two potential coalition partners while remaining sufficiently friendly to bring them into a post-election deal.

Ms Clark has played this difficult hand skilfully. Her mix of economic orthodoxy and social conscience may just allow her to keep both the centrist New Zealand First and the left-wing Alliance interested in a deal. Her problem is that her two potential partners have responded very dif-

ferently to the new electoral system. Winston Peters — a defector from the National Cabinet and the populist leader of New Zealand First, whose support seems to have peaked a few months ago — has insisted he will discuss no coalition deals until after the votes have been cast. A National-New Zealand First coalition, therefore, remains a possibility, but personal antipathies make it unlikely.

Jim Anderton, the Alliance leader, on the other hand, is adamant that he will do deals only before the election. Ms Clark resists that for fear of being tarred with the brush of the Alliance's left-wing policies. It is hard to see anyway that Mr Anderton would turn his back on a post-election deal —

especially if refusal meant he carried the can for keeping the National Party in power.

Add to this potent mix the very real possibility that individual MPs might jump ship after the election. Some might refuse to do a deal with parties they particularly dislike. Others might be tempted to 'break ranks' for the sake of a post in a Cabinet formed by a rival.

The odds now favour, marginally, a change of government. But the world of PR is still a mystery to most of the players. The only certainty is that it still has some surprises in store.

The author, a former member of the British Shadow Cabinet, is Vice-Chancellor of Waikato University, Hamilton, New Zealand

Bolger accused of 'treason' as race for votes gathers pace

FROM JO ANDREWS IN WELLINGTON

JIM BOLGER, the New Zealand Prime Minister, was accused yesterday of "political treason" and "economic sabotage" by opposition leaders after he suggested that overseas investors should wait until after this month's general election before deciding to invest in the country.

Mr Bolger, whose National Party could lose power to a centre-left coalition in New Zealand's first election under proportional representation, was asked on Australian television what assurances he could offer investors. "I can only say their uncertainty... at this stage, two weeks out is totally understandable." If he were an overseas investor he would wait to see if a sensible coalition emerged, he said.

"Let me say to Australians, we get some of the loopy policies of the Left come in to New Zealand again, you will get a whole lot of Kiwis over here in a hurry."

His remarks have brought a furious reaction. Winston Peters, leader of New Zealand First, which preaches economic nationalism, said: "It is political treason and could be economic treason were it not for the fact that Aussies are not as dumb as Jim Bolger."

He added that Mr Bolger was behaving like "a spoilt brat".



Clark criticised Bolger for economic sabotage

"He is saying: 'I have to be Prime Minister or things will be disastrous'. Well, people are saying they are disastrous now and we don't want you to be Prime Minister."

Helen Clark, the Labour Party leader, called Mr Bolger's message "economic sabotage" and accused him of "cynically setting out to destroy the New Zealand economy because the people of New Zealand are no longer likely to judge him fit to govern."

Only one party leader has supported Mr Bolger. Richard Prebble, a former Labour minister, now leader of the right-wing ACT party, said: "A left-wing coalition would return New Zealand to 'bor-

row and hope' policies by Christmas."

Mr Bolger denied he had said anything on Australian television that he had not said in public before. The share market and the exchange rate appear, so far, to have been unaffected by his remarks.

But the row comes at the end of a bad week for the Prime Minister. He has often looked tired and ill. In a televised debate which made use of an audience response meter, known as "the worm", he came last among the four main party leaders. He said later he did not know "the worm" was in use.

The most recent opinion poll still puts the National Party well ahead of the others with 37 per cent of the vote. Labour is on 21 per cent, New Zealand First 16 per cent, the Alliance 14 per cent and ACT at about 6 per cent.

Under the old Westminster-style "first-past-the-post" system, this would probably have been enough to give the National Party outright victory, but under the new voting system, a government can only be formed by coalition. At present, the odds on a broadly left-wing or broadly right-wing grouping appear evenly balanced. Polling day is on October 12.



Relatives of Port Arthur massacre victims leave court in Hobart yesterday and, below, Martin Bryant, who faces 35 murder charges

Massacre relatives sob at suspect's denial

FROM RACHEL BRIDGE IN SYDNEY

ANGER and grief erupted in Tasmania's Supreme Court yesterday as Martin Bryant, the man accused of the island's Port Arthur massacre in April in which 35 people died, pleaded not guilty to all 35 charges against him.

Friends and relatives of those who died sobbed and held hands in the packed court room as the charges

against Bryant, 29, which include 35 counts of murder, were read out. However, the sight of the defendant grinning as he responded to the charges proved too much for the brother of one victim, who shouted "You're a bloody coward, Bryant", before being removed from the court.

At one stage, Bryant appeared to stifle a laugh before saying yet again "not guilty" in a quiet but firm voice.

In the wake of numerous bomb

threats, police mounted one of Australia's tightest security operations for Bryant's first public appearance since the massacre. Streets were cordoned off as the van carrying him was escorted from Hobart's Risdon prison by eight police cars. Once inside, Bryant was shielded by a bulletproof glass screen for the 30-minute hearing.

The trial, expected to last five weeks, begins before a jury next month. Bryant was remanded in custody.



STAR PERFORMER STEALS THE SHOW



At Gateway 2000® performance and value are always top of the bill. You'll applaud our straightforward approach — we don't need to prompt your purchase with complicated sales techniques, because the facts speak for themselves. Let's put the P5-120 Multimedia in the spotlight for example. Take a close look at the configuration on the right and notice what a showstopping array of features you get for your money. Then make up your own mind.

Just in case you need any more convincing, as a customer of America's No.1 direct manufacturer of PCs® and a growing force in the European PC market — you'll also enjoy:

- Free telephone support on all your hardware and software for as long as you own your PC.
- The reassurance of our 30 day money-back guarantee (shipping costs not refundable) and limited warranties.
- The confidence that buying from an award-winning Fortune 500 company with a reputation for excellence brings.

Visit our showroom!

Pop into our showroom at 10 Bedford Street, Covent Garden, London WC2 to find out about our world-class range of value for money PCs, or call our friendly sales team now.

Showroom hours of business:

12.00pm - 5.00pm Mondays 9.00am - 5.00pm Tuesdays - Fridays

10.00am - 4.00pm Saturdays 9.00am - 5.00pm Bank Holiday days

Start reaching for the telephone.

P5-120 MULTIMEDIA

- Intel® 120MHz Pentium® Processor
- 16MB SDRAM
- 256KB Pipeline Burst Cache
- 3.5" Diskette Drive
- Toshiba® Eight-Speed CD-ROM
- Western Digital® 2GB EIDE Hard Drive
- Creative Labs® Vortex Sound Card and ALC® Lansing ACS40 Speakers
- 3MB 64 Bit Graphics Accelerator
- 15" Viewtron® Colour Monitor
- Desktop/Mini Tower Case
- Windows® 95 105 Key Keyboard & Mouse
- Microsoft® Windows® 95
- MS Generators Software Bundle
- Games Bundle
- MS Encarta® '96 (US version)
- SuperScape Virtual Reality Software
- 3 Year Limited Warranty

£1099 (£1325.40 inc VAT and Delivery)

GATEWAY2000
"You've got a friend in the business."

0800 74 2000

http://www.gw2k.com

Gateway 2000, Clonsilla Industrial Estate, Dublin 17, Ireland.

©1996 Gateway 2000 Europe. Gateway 2000, Gateway 2000 and Gateway 2000 are trademarks or registered trademarks of Gateway 2000, Inc. The Intel logo, Pentium, and Windows are trademarks or registered trademarks of Intel Corporation.

Gateway 2000 Europe is a member company of the G2E Inc. Actual pricing may vary by region. All prices subject to Gateway 2000 Europe's standard terms and conditions and limited warranty.

Fears for Rao's life delay case

FROM REUTERS IN DELHI

P.V. NARASIMHA RAO, the former Prime Minister of India, won a temporary reprieve in a criminal conspiracy case after police said militants could attack the political leader in Delhi's crowded courts.

Mr Rao had been summoned to appear before a lower court judge yesterday to face charges and possible arrest in the \$100,000 (£64,000) conspiracy case. He would have been the first former Prime Minister to appear in court in a criminal case.

The Supreme Court intervened after police said the teeming Tis Hazari court complex was vulnerable to extremist attacks. It ruled that Mr Rao did not have to appear in court until it meets on October 7 to decide on the police demand that the hearing be shifted to a more secure location such as a nearby sports stadium, which would be easier to defend.

□ Lucknow: The north Indian state of Uttar Pradesh state began polls yesterday which analysts said could test the ability of H.D. Deve Gowda, the Prime Minister, to ride out a challenge from Hindu nationalists. Lucknow, the state capital, is the main base of the Bharatiya Janata Party.

Ex-envoy accuses Patten of lying over democracy

FROM JONATHAN MIRSKY IN HONG KONG

SIR PERCY CRADOCK, former adviser on China to Margaret Thatcher and John Major, yesterday accused Sir Patten of being either misguided or a liar and charged him with doing Hong Kong "unique harm".

In a torrent of abuse from which even China might shrink, Sir Percy, once British Ambassador to Peking, also attacked the colony's Governor for what he called his "careerism".

In an article in the English-language *South China Morning Post*, Sir Percy, who played a leading role in the negotiations with Peking which led to the 1984 Sino-British agreement on transferring Hong Kong's sovereignty, concentrated his fire on Mr Patten's claim that the two sides undertook to bring democracy to Hong Kong. To claim this, Sir Percy said, Mr Patten "is either deluding himself or willfully misleading his listeners".

The *South China Morning Post* fails to identify Sir Percy as one of its directors, although it mentions his past official posts back home in Britain. The Governor is "the principle author of the last four years' damage to Hong Kong, to which he has done unique harm", Sir Percy

wrote, "and his likely motive is polishing his own image in Britain and America as a democratic crusader."

Sir Percy's attack comes as Mr Patten prepares to deliver his policy address to the Legislative Council tomorrow, the last such annual speech before next year's handover to China, which will be a valedictory and a look at Hong Kong's future under Peking's rule.

The essence of Sir Percy's position, which he has often stated, is that Britain, with its lease on Hong Kong about to expire, is limited in what it can achieve with a powerful China. "The obligation was to promote a degree of democra-



Cradock criticised Governor's crusade

cy that would last, not to put on a short self-serving show which would only provoke a Chinese backlash and leave Hong Kong worse off in terms of democracy than when the experiment began."

The response from Government House last night was: "Sir Percy is not the first mandarin to imagine he is an emperor." In a letter which appears today in the same newspaper, the Governor's office replies that Sir Percy "represents a genuine belief that the only way to deal with Peking is through appeasement". Mr Patten himself has always maintained that his plan for the Legislative Council to be wholly elected, as it was last year, was for a "modest degree of democracy". In its letter, Government House quotes Lady Thatcher describing the Sino-British agreement as providing "for a steady expansion of democracy in Hong Kong".

The Government House statement also quotes Baroness Young, Minister of State at the Foreign Office, as telling the House of Lords: "I fully accept the legitimate concerns which have been expressed that we should develop a solidly based democratic administration in Hong Kong in the period up to 1997."

Seoul troops kill fugitive from spy submarine

FROM ROBERT WHYMANT IN TOKYO

SOUTH KOREAN troops hunted down and killed a North Korean infiltrator in the search for remnants of an armed squad of "Communist guerrillas", the Defence Ministry in Seoul said yesterday.

Only three survivors are believed to be still at large in the mountainous area around Kangnung, where thousands of South Korean troops are concentrating the spy hunt. Yesterday's incident brought to 22 the total of infiltrators killed since entering the South after their submarine ran aground near Kangnung on

September 18. Security forces have eliminated 11, and another 11 were found dead in an apparent suicide pact. Another man who was captured is believed to have told interrogators that 26 North Koreans were on board.

North Korea accused the South yesterday of cold-blooded murder. In a statement issued through its mission in Geneva, Pyongyang said Seoul was using the incident to distract attention from problems at home and difficulties in its relationship with America and Japan.

Does Your Memory Fail You?

A WORLD-FAMOUS memory expert who has trained industrialists, trades unionists, businessmen, professional men, salesmen and students to improve their memories, said:

"Many people are embarrassed by a poor memory, and find difficulty in concentrating, whilst others realise that they lose business, academic and social opportunities not only because they cannot remember accurately everything they see, hear or read, but also because they cannot think or express their thoughts clearly, logically and concisely."

According to this remarkable man, anyone — regardless of his present skill — can, in just 20 minutes a day, improve his mem-

ory and concentration to a remarkable degree. What's more, it can work like magic to give you added poise, self-confidence and greater personal effectiveness.

For example, you need never forget another appointment ever! You can learn names, faces, facts, figures, books, plays and foreign languages faster than you ever thought possible.

Full details of the easy-to-follow rules for developing skill in remembering have been printed in a fascinating new booklet, "Adventures in Memory", sent free on request. No obligation. No stamp is needed. Simply write to: Memory and Concentration Studies, Dept. TSM16, FREE-POST 198, Manchester M60 3DL.



Everything. Everywhere.

NOKIA 9000

As soon as you open the new Nokia 9000 Communicator, new and almost unbelievable possibilities emerge. Who could fail to be impressed by the first ever GSM mobile phone and palmtop computer to be combined in one slim, portable and highly desirable package? Its capabilities are simply astonishing. Call up a name and number from the integral address book and Personal Organizer, then fax a note or send an e-mail while you're still on the move. Quietly browse the Internet, set the flexible messaging system to field your calls while you're in a meeting... or simply make a phone call. Amazingly, all with one pocketable lightweight device you can carry everywhere. The new

Nokia 9000 Communicator. So simple to use, it makes the mobile office a reality. Call 0990 002110 today for a brochure.

NOKIA
CONNECTING PEOPLE



Clinton: risky initiative

Clinton stakes his re-election on peace

FROM MARTIN FLETCHER IN WASHINGTON

FIVE weeks before polling day President Clinton has just breached a cardinal rule of electoral politics. By inviting the Israeli and Palestinian leaders to an emergency summit in Washington today, he has placed himself in a risky political situation over which he has little control.

If the two-day encounter succeeds in putting the peace process back on track, Mr Clinton is likely to be acclaimed as a global statesman. But if it fails, Bob Dole will have further cause to portray him as a weak and ineffective steward of US foreign policy.

Neither Binyamin Netanyahu, the Israeli leader, nor Yasser Arafat, President of the Palestinian Authority, sound in any mood to compromise. They are "estranged", admitted Warren Christopher, the Secretary of State. Electoral fears could discourage Mr Clinton from pressuring Mr Netanyahu.

The Administration privately blames the fighting on Mr Netanyahu's stalling of the peace process and opening of the tunnel. Many American Jews regret the Prime Minister's stalling, but they would be far more alarmed if Mr Clinton sided with the Palestinians. The Jewish-American vote is important in key states like Florida, California and New York.

Mr Dole warned Mr Clinton not to impose a solution on Israel, but the Palestinians warned him not to go soft on Mr Netanyahu for electoral reasons. "We're willing to give him the photo opportunity that he is the President who can save the peace process — providing he is giving us substance," said Hanan Ashrawi, a top Arafat adviser.

A second reason the President has only limited leverage over Mr Netanyahu is that he openly backed his more dovish rival and predecessor, Shimon Peres, in last May's Israeli election.

Netanyahu rejects 'reward' to Arafat for bloodshed

FROM CHRISTOPHER WALKER IN JERUSALEM AND CHARLES BRENNER IN LUXEMBOURG

ON the eve of the crisis summit in Washington designed to salvage the Middle East peace process and prevent a war between Jews and Palestinians, the Israeli Government announced last night that it would be giving "no reward" to Yasser Arafat for last week's bloodshed.

Binyamin Netanyahu, the Israeli Prime Minister, told reporters on the aircraft taking him to the United States that he was ready to have non-stop negotiations with the Palestinians, starting next week, on an Israeli troop redeployment in Hebron and the Israeli closure of the West Bank and Gaza.

"I am proposing that the two sides meet right after the meeting in Washington in a locale to be determined to engage in continuous negotiations until agreement is reached," he said. Similar tactics were used at the Camp David talks in 1978 which led to the peace deal between Egypt and Israel. "Once agreement is reached on these issues, implementation can be immediate," Mr Netanyahu said.

Earlier, Mr Arafat had failed in attempts to have the summit delayed in order to work out an agenda more favourable to the Arab side, and after a day of playing, in the words of one cynical diplomat, "hard to get", he announced that he would be travelling to Luxembourg where he was seeking diplomatic backing from European Union foreign ministers.

In Luxembourg, Mr Arafat is hoping that Dick Spring, the Irish Foreign Minister and current president of the EU Foreign Affairs Council, will add the European voice to calls on Israel to show more

flexibility. The EU's council last week issued an even-handed call for restraint, expressing "serious concern" over the violence in the occupied territories. France, which has been seeking to offer itself as an alternative to Washington as a Middle East broker, is pressing for the EU to take a tougher line with what is seen as Israeli intransigence and Washington's monopoly over diplomacy.

In addition to Mr Arafat and the Israeli team, King Hussein of Jordan will also be present at the Washington talks, the State Department said. President Mubarak of Egypt will not attend.

The summit is taking place against a tinderbox atmosphere in the Israeli-occupied West Bank and Gaza, where hundreds of Israeli tanks are poised to attack Palestinian towns if more anti-Israeli violence flares up. Security sources said they were concerned that Islamic extremists and hardline Jewish settlers opposed to the 1993 peace deal may try to exploit the situa-

tion. Although the fierce exchanges of recent days appeared to have been brought temporarily under control by the Palestinian police, there were numerous stone-throwing attacks on Israelis in and around east Jerusalem yesterday where religious Jews continued to throng through the disputed Hasmonean tunnel which the Israeli Government has vowed will never be closed.

The tough Israeli line was laid down by Moshe Fogel, the chief government spokesman, which emphasised the diplomatic problems facing President Clinton when he tries to engineer a successful conclusion to a meeting that all sides admit has been ill-prepared in advance.

"If the problems of the Palestinians are not given a proper answer, there will be an explosion much worse than you have just seen," said one young Palestinian in Bethlehem, some of recent pitched battles with Israeli troops.

Mr Fogel warned Mr Arafat: "You cannot conduct negotiations with a gun to our head."

Hardening the claim that Mr Arafat cynically whipped up last week's clashes, which left 69 dead and nearly 1,500 injured and involved the worst fighting between Jews and Palestinians since the 1967 Middle East war, Mr Fogel said: "We are not going to be rewarding Mr Arafat for initiating such violence. Some of last week's actions are going to backfire [on him] because we are not going to reward terror diplomatically."

The last-minute doubts about the viability of the summit began when Mr Arafat travelled yesterday from Gaza to Egypt for talks with President Mubarak, who had set the closing of the Jerusalem tunnel, which runs for 500 yards in the Temple Mount area, as a condition for his attendance.

Egyptian officials were afraid that Mr Netanyahu would be able to emerge without making concessions and were angered that their suggestion of Cairo as a summit venue had been rejected by Israel. American diplomatic sources said that President Clinton planned to participate directly in the sessions beginning today.

Mr Netanyahu said before leaving that he would not discuss the opening of the new exit to the tunnel with Mr Arafat because it was Israel's business alone. "It will not be on my table," he told CNN.



The Hanshin expressway linking Kobe and Osaka which was reopened yesterday after a six-mile section had been repaired and strengthened by arched steel plates

New highway rises above ruins of Kobe earthquake

FROM ROBERT WHYMAN IN TOKYO AND OUR FOREIGN STAFF

THE main artery linking Osaka and Kobe was reopened to traffic yesterday, 20 months after it was toppled by the earthquake of January 1995. Traffic began flowing on the Hanshin expressway after a ceremony to mark this new stage in the recovery of the region's economy.

The quake flattened much of Kobe and its vicinity, killing more than 6,000 people. Images of the collapse of a section of the elevated expressway, and the sagging pillars supporting it, brought home the extent of the destruction.

Officials said new engineering methods had enabled the reopening of the expressway three months earlier than expected. The road has been rebuilt to resist big earthquakes by reinforcing the reconstructed sections and columns along the length of the roadway, they said.

The reopening of the whole 24-mile highway linking Kobe with Osaka, came with the opening of a newly-repaired six-mile section. The cost of the work was estimated at about £1.3 billion.

Sixteen people were killed when the road collapsed. Many people have kept away from the area and local resi-



The wrecked highway after the 1995 quake

dents hope that reopening the expressway will bring them more tourists and business. The number of visitors to Kobe was 10.7 million people last year, a 36 per cent decrease from the previous year, according to local government officials.

While buildings and roads have been rebuilt, hundreds of victims are still facing difficulties, with deaths of quake victims continuing to be reported. The body of a 38-year-old Japanese man was found ten months after he died in a shelter built for

people left homeless by the earthquake, police said.

The decomposed body of Masao Yamashita was found on Sunday in a prefabricated shelter in Port Island, located just south of Kobe's main city of Sannomiya. It was the 103rd case of "lone death" in such a shelter. The victim, who was jobless and lived alone on welfare, was reportedly suffering from a damaged liver.

About 40,000 families made homeless by the earthquake are still living in temporary lodgings, including 258 people in hostels.

While the official death toll from the quake was 6,300, citizen groups claim there have been a further 2,900 deaths from suicide or neglect. The groups say the toll could reach 10,000 by the end of the year.

□ Taipei: A group of Taiwanese activists asserting that a chain of disputed islands were Chinese burnt a Japanese flag yesterday and set up a makeshift shrine to mourn David Chan, a Hong Kong protester, who drowned last week. Chan died trying to press China's claim to the Diaoyu islands, which are referred to as the Senkakus by the Japanese. (AFP)

Life is rich for King's assailant

Los Angeles: Four years after being captured on videotape brutally beating the black motorist Rodney King, Stacey Koon, a former police sergeant, is a free man — and a multimillionaire (Giles Whittell writes).

In a crowning irony to the case that exposed the racial schisms of inner-city America, the policeman — convicted of violating Mr King's civil rights — has emerged by some estimates \$8 million (£5.1 million) richer thanks to legal defence and trust funds for his family. Mr King won damages of \$3.8 million.

Computer king tops \$18.5bn

New York: There are 41 more American billionaires this year than last, *Forbes* magazine has found (Quentin Letts writes). Top of the pile again are Bill Gates of Microsoft with \$18.5 billion (£11.8 billion) and the stock market player Warren Buffett, with \$15 billion. The magazine identified 1996 as the year of the billionaire boom, thanks to a buoyant Wall Street and the growing computer market.

Lyons court tries Scientologists

Paris: Twenty-three members of the Church of Scientology went on trial in Lyons, accused of crimes ranging from manslaughter to fraud (Ben Macintyre writes). The trial stems from the suicide of a Scientologist. The Lyons appeal court, which allowed the trial, described the sect as "a major threat to democratic society".

Surgery date

Rome: The Pope, 76, will have surgery next week to remove his appendix, the Vatican said. It said audiences would be suspended from Monday, but it did not say when the pontiff would go to hospital. (Reuters)

Children's plight

Cologne: Unicef said millions of children were still dying from hunger and disease and the situation had barely improved in six years, despite its pledge to fight the problem at a 1990 summit. (Reuters)

Cells 'of death'

Nairobi: Kenyan jails are "dungeons of death" where inmates are tortured, denied medical care and forced to share cells with corpses, a Kenya Human Rights Commission report said. (AFP)

Poll success

Moscow: Russia's opposition communists celebrated the election of Vadim Gusov, a candidate they backed, as governor of the Leningrad region around St Petersburg. (Reuters)

Vanuatu vote

Port Vila: The Vanuatu Government of Maxime Carlot was toppled by a no-confidence vote in the South Pacific nation's parliament. Serge Vohor, an opposition coalition leader, replaces him. (Reuters)

Hard-nosed

Bucharest: Residents of Braila in eastern Romania face fines of up to £200 for blowing their noses in public under proposals by the Romanian Ecology Party. Spitting will also be an offence. (AFP)

Britain urges tough EU line on Burma

BY MICHAEL BINYON, DIPLOMATIC EDITOR

BRITAIN yesterday called for fresh international action against Burma, and will today urge its European Union partners to support new measures against the State Law and Order Restoration Committee (SLORC), the ruling army council.

The Foreign Office, strongly criticising the Burmese Government's action in preventing Aung San Suu Kyi, the opposition leader and Nobel laureate, from delivering a speech at the weekend, expressed concern at reports of widespread repression of pro-democracy supporters in Burma. "We strongly condemn the detention of members of the opposition National League for Democracy," it said.

Britain may urge its EU partners to impose new sanctions on the Burmese

junta, which recently stepped up harassment of its opponents. A spokesman for SLORC admitted that 109 people were being detained in government guest houses.

Britain has instructed its ambassador in Rangoon to complain about the restrictions on freedom of speech and assembly directly to the ruling council.

Denmark has been pressing for sanctions against Burma since the suspicious death of James Nicholas, its honorary consul and godfather to Daw Suu Kyi. Nicholas, who also represented Finland, a member of the EU, and Norway and Switzerland, was arrested in April and sentenced to three years in prison for operating home telephones and fax machines without permission.

The National League for Democracy had planned to hold a three-day party

congress beginning last Friday, but the regime said that the meeting was illegal and detained party members for questioning.

Japan, Burma's biggest aid donor, expressed concern yesterday at the developments in Rangoon, with a government spokesman, Seiroku Kajiyama, telling a news conference: "The freedom of political parties to conduct their activities must be recognised."

Tokyo suspended some big aid projects after bloody crackdowns on pro-democracy forces in 1988, but has held off from using its aid of about £90 million a year as a lever to ensure that the country moves towards democracy.

In the past, Britain has opposed sanctions unless they can be agreed at the United Nations.



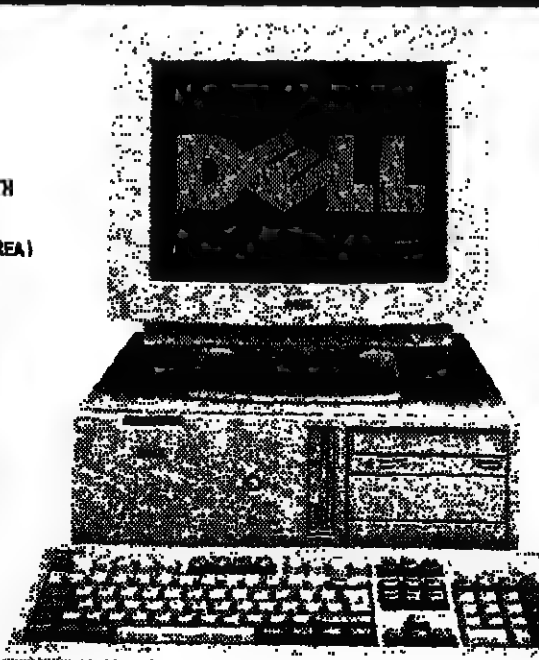
Yasser Arafat with an Egyptian official yesterday

Techno wizardry. Magic prices.

- INTEL® 166MHz PENTIUM® PROCESSOR
- 16Mb SDRAM, INTEL 430VX PCI SET
- 512Kb PIPELINE BURST CACHE
- NOW 266 EIDE HARD DRIVE
- 578 POWERGRAPH 64-BIT PCI GRAPHICS CARD WITH 2Mb VIDEO MEMORY
- 15" COLOUR SVGA MONITOR (13.75" VIEWABLE AREA)
- EIGHT SPEED CD-ROM DRIVE
- INTEGRATED 16-BIT SOUND (SPEAKERS OPTIONAL)
- MICROSOFT® OFFICE PROFESSIONAL 95

£1,299 (£1,555.70 incl. delivery & VAT)

DIMENSION XPS P200s
(as above except with 200MHz Pentium Processor)
£1,399 (£1,673.20 incl. delivery & VAT)



No tricks. Just unbeatable value. Dell can now offer you a ready-to-run Dell Dimension® XPS P166s at £1,299 (£1,555.70 incl. delivery & VAT) pre-loaded with Microsoft® Office Professional. We can even supply you with the Dell Dimension XPS P200s with its faster processor for only £100 more! (£1,175.00 including VAT). To top it all, and as if by magic, we can give you further discounted upgrades only on these special bundles to stretch your budget even more. Just call the world's largest direct computer manufacturer today on 01344 724 854 and see what we can pull out of the hat for you.

Upgrade to:	Special Price	Discount
Extra 16Mb SDRAM	£150 (£176.25 incl. VAT)	25%
Extra 16Mb SDRAM & 17" Monitor (15.65" vis)	£350 (£411.25 incl. VAT)	29%

DELL®

TALK DIRECT TO THE NUMBER ONE.
01344 724854
Between 8am and 8pm weekdays, 10am to 4pm Sat.

Onset of winter spells danger for warlords hunted by Afghanistan's holy army

Taleban overruns more cities in push to capture north

FROM CHRISTOPHER THOMAS IN KABUL

THE Taleban students' army moved north with its mass of tanks and artillery yesterday, capturing new provinces in a relentless drive through the deserts of Afghanistan.

The fighters now control more than two-thirds of the country. Northern warlords are massed with thousands of troops for perhaps the most decisive battle in recent Afghan history. The worsening weather will be key in determining what happens next.

Taleban is pursuing thousands of government troops who have fled to a redoubt in the northeast through the strategic 1.6-mile Salang tunnel in the Hindu Kush. Their escape routes over mountain passes will be blocked by snow within a few weeks, leaving them besieged for the harsh winter when large-scale fighting will be impossible.

Taleban last night reached the southern mouth of the tunnel. The only direct route from the northeast is now severed. The tunnelled, long-haired holy army seems invincible. Mullah Muhammad Rabbani, head of a six-man council ruling Kabul, is now arguably the most powerful man in the land.

He consulted his top commanders yesterday at his headquarters in the Presidential Palace, symbolically protected by a decrepit Russian tank parked at the ornate iron gates at the entrance. Taleban soldiers have spread brightly coloured artificial flowers across the rusting bulk in a gesture to peace.

The long-bearded commanders sat on leather armchairs in a large, carpeted conference room in the old presidential office as crystal chandeliers clicked in a breeze wafting through smashed windows. Their vehicles, the spoils of war, were lined up outside: mostly stolen Mitsubishi Pajeros brought in by smugglers from Central Asia, as well as one dust-covered black Mercedes limousine



that used to be the official car of the Minister of Security.

The morale, strength and resources of Taleban are the product of massive outside support: its claim to have no foreign backing is absurd. Pakistan is plainly involved. America may also, secretly support Taleban, for all the group's Islamic fundamentalism, because it can impose stability on a strategically important region and is vehemently anti-Communist.

There is a precedent for this: the largest covert operation in the history of the CIA was mounted in support of Islamic fundamentalists in Afghanistan to oust the Soviet Union, which invaded in 1979. The new foreign involvement echoes those catastrophic Cold War interventions, which left a legacy of guns and drugs.

Ten per cent of the population, about a million people, died in the superpowers' proxy war.

The new interventionists are Iran, Saudi Arabia, Uzbekistan, Tajikistan, India and Russia, which are backing various factions directly or indirectly for a variety of reasons. Huge resources from heroin production feed the fighting. Russia printed billions of Afghan banknotes for the ousted Kabul Government, helping it to stay afloat despite being bankrupt.

Mullah Rabbani has two key opponents: General Rashid Dostum, the Uzbek warlord from the north, and Ahmed Shah Masood, military chief of the ousted regime. General Dostum has perhaps 20,000 men under arms. Thousands are now at the northern end of the Salang tunnel, awaiting any Taleban attempt to break through.

Mr Masood and his vanquished army is cornered in his Panshir Valley stronghold with the former President, Buzaruddin Rabbani and Gulbuddin Hekmatyar, the former Prime Minister. Mr Hekmatyar, the principal recipient of billions of dollars of American aid during the Cold War, no longer has an army.

Charikar, capital of the northern Parwan province, fell to Taleban yesterday, as did the key town of Jajalabsar. Taleban's success is due to its reputation for discipline, making it relatively popular even among non-Pashtuns who are sick of 17 years of war.

Meanwhile women in Kabul, the capital, who have been banned by Taleban from working outside the home, drew small comfort yesterday from an announcement that female civil servants would continue receiving salaries. They are furious at being forced into purdah.

Men have been given six weeks to grow full beards or face severe punishment.

Leading article, page 17



Residents of Charikar, 40 miles north of Kabul, cheer as the Taleban militia enters the city yesterday. There was little resistance from government forces

Fall of Kabul takes Bhutto by surprise

BY MICHAEL EVANS, DEFENCE CORRESPONDENT

BENAZIR BHUTTO, the Pakistani Prime Minister, said yesterday she hoped her country could have a moderating influence on the new Taleban regime in Afghanistan.

Miss Bhutto "categorically denied" that Pakistan had supported the Taleban movement in its campaign to seize Kabul but she said she was hopeful that the change in government would end the bloodshed in Afghanistan.

On a visit to London, she said that Pakistan had agreed to act as a channel for Western arms and money during the occupation by Soviet troops. In exchange, Pakistan had been given \$4.2 billion (\$2.7 billion) in aid by the United States for the purchase of military equipment. However, since the Kremlin had withdrawn its forces, the money from the US had stopped and Pakistan had not been in a position to arm or finance the Taleban. Miss

Bhutto, addressing the International Institute for Strategic Studies, said that Pakistan had no intention of interfering in the internal affairs of a neighbouring country.

Afghanistan, she said, had been facing turmoil ever since "foreign troops" went in. She said the world grew tired of Afghanistan and turned its attention elsewhere, such as Bosnia and the Middle East. "We didn't expect the Taleban to take control in Kabul," she stated.

Miss Bhutto added: "The situation is still fluid. But if there is stability and an end to bloodshed, we in Pakistan hope we'll be a moderating influence."
Border closed: Thousands of people were stranded and Red Cross relief supplies were refused entry after Taleban closed the main Torkham border crossing between Afghanistan and Pakistan without notice yesterday. (AP)

Moscow shudders at militant Muslim threat on borders

FROM THOMAS DE WAAL IN MOSCOW

RUSSIA is reacting with dismay and dread to the Taleban advance through Afghanistan, which has swept aside old allies and enemies alike.

There may have been some satisfaction at the humiliation of Ahmed Shah Masood, the partisan commander who harried the Russians in the 1980s. But there have been shudders at the summary killing of the last pro-Moscow leader, Muhammad Najibullah, by Taleban.

Mikhail Gorbachev, the former Soviet President, called the killing of Najibullah a "lynching and a kind of savagery", while Yuri Vorontsov, the Russian Ambassador in Kabul at the time of the Soviet troop withdrawal and now Russian Ambassador in Washington, painted a sympathetic portrait of the former President in a television interview. Najibullah, he said, was a "well-read", cultured man

who did not deserve his reputation as a mass murderer. Afghanistan has faded from Russian public memory since the military pullout in 1989. The Chechen war is much closer to home and has been shown more vividly on television. But there is a small group of Russians who were involved in the war and for whom it is still an obsession. Many of them feel that Moscow betrayed its Afghan friends, and may now be reaping the cost.

"After discussions with people who have fought in Afghanistan and are now in Moscow at the Defence Ministry, I found a lot of people saying we should not have stopped helping the Najibullah regime after the Soviet collapse," Artyom Borovik, who was one of the most famous Russian correspondents in the Afghan war, said yesterday. "We made a big

mistake and now a belt of Muslim fundamentalist states is being created in the under belly of the former Soviet Union."

The worry in Moscow now is that Taleban's successes have upset the balance of forces in Afghanistan and this could reignite the war in Tajikistan. Russia already has thousands of troops on the Tajik frontier against raiding from Islamic rebels based in Afghanistan. President Yeltsin once declared that "the Tajik frontier is essentially the frontier of Russia". The Foreign Ministry called the situation "fraught with danger for international peace and the stability of the region".

There is an instinctive fear of Islamic fundamentalism in Russia. Pavel Felgenhauer, the military journalist, wrote that "Tajikistan cannot be held" if a jihad is launched from across the border.

Nazi gold inquiry to go ahead

FROM PETER CAPELLA IN GENEVA

THE lower house of the Swiss parliament yesterday approved a commission of inquiry into the nation's financial dealings with Nazi Germany after a debate which showed unease with Switzerland's banking establishment.

The main political parties, stung by the tone of accusations from Britain and the United States, decided to restrict proceedings to formal party statements. Although the primary aim was to avoid xenophobic speeches by extreme right-wing MPs, some left-wing deputies complained that it also prevented them from challenging banking secrecy laws.

The commission of independent financial and legal experts, which is likely to clear approval in the Senate in December, has the power temporarily to lift banking secrecy in the course of its five-year inquiry.

It is expected to start work next spring and will look into all aspects of financial dealings with Nazi Germany after 1933, from gold transactions by the National Bank to the fate of private accounts.

The experts will work in parallel with another investigation headed by a former chief of the US Federal Reserve, Paul Volcker.

French schools closed as teachers strike over cuts

FROM BEN MACINTYRE IN PARIS

SCHOOLS across France closed yesterday as teachers launched the autumn's first big strike in protest at government austerity plans to cut the deficit in three for European monetary union.

Unions claimed more than 80 per cent of primary teachers and more than 60 per cent of secondary staff responded to the strike call against moves to eliminate more than 5,000 school jobs. The Government said support for the strike was not so great, with fewer than 60 per cent taking action in primary schools, but conceded that disruption had been widespread.

The administration of Alain Juppé, the Prime Minister, yesterday unveiled an "anti-poverty plan" which aims to create 300,000 jobs over the next five years. All would be for at least 30 hours a week, paying about Fr5,500 (£720) a month — met by the employer and the Government.

The plan, which also envisages creating 100,000 subsidised housing units, will cost an estimated Fr500 million in its first year and will be financed by diverting funds from other programmes, Jacques Barrot, the Social Affairs Minister, said.

Unions hailed yesterday's strike as a significant victory and a harbinger of further unrest unless the Government



Juppé stands accused of ignoring unions

backs off from a 1997 budget designed to meet the Maastricht criteria for a single currency by reducing next year's budget deficit to 3 per cent of gross domestic product.

The strike was the first for four years in which the five main teaching unions, representing nearly 900,000 staff and usually divided, have co-ordinated action. The Government has insisted the job cuts are justified by falling birth-rates and has pledged to create 2,700 higher education posts.

Teacher unions staged demonstrations in 60 towns and cities. In Paris, a crowd of several thousand marched from the Sorbonne to the Education Ministry, and more than 2,000 paraded through

Bordeaux, where M Juppé is Mayor. The protests were joined by numerous students, key players in last winter's strikes, who claim education cuts will worsen already chronic overcrowding and bring dwindling standards.

The high turnout is likely to boost union confidence in a massive show of strength on October 17, when civil service unions and rail workers will strike for 24 hours.

In the past few days, sporadic strike action has been building with stoppages by airline, utility and ambulance workers, who are demanding greater job security and protesting at spending cuts and restructuring plans. The protests have taken on fresh urgency with the release of figures showing unemployment at 12.6 per cent last month, a record high.

Marc Blondel, head of the powerful Force Ouvrière, yesterday accused the Government of ignoring the unions, saying: "Since last October, Juppé's Labour Affairs Minister has not called me once."

Some Tens of thousands of workers at Daimler-Benz, Germany's biggest industrial concern, will demonstrate today as part of a nationwide wave of anger against a government cut in sick pay. (AP)

Austerity budget, page 32

Rumblings over Kremlin silver dining set

FROM THOMAS DE WAAL IN MOSCOW AND ROGER BOYES IN BONN

THE Kremlin has emulated the tsars by ordering a hand-made, 6,000-piece silver service from Germany to entertain its guests, while the elderly are going without pensions, according to the opposition.

The order was made in February to the German firm of Robbe und Berking. Among the items now being used in four government guest houses are 40 silver caviar dishes, 20 champagne buckets and 20 sauce boats, each inscribed with a double-headed eagle. The pieces are individually made by workers who wear white gloves so as not to sully the silver.

Oliver Berking, the owner of the company, said the order was one of the most extensive in the firm's 120-year

history, but he would not specify a price, saying only it cost "significantly below" one million marks (about £420,000). However Radio Mayak, Russia's most popular radio station, estimated the price at several million marks. The state-funded station, which is on the brink of bankruptcy, used the incident to complain that the state budget is being squandered.

The presidential buildings in the Kremlin have been restored and refitted at enormous cost and millions are already being spent on new statues of Peter the Great and Nicholas II in time for the 850th anniversary of the founding of Moscow next year. Opposition politicians say this is immoral when some

pensions and state sector salaries have not been paid for months.

"The current regime are parasites when it comes to consumption," said Aleksei Mitrofanov, chief lieutenant of the extreme nationalist Vladimir Zhirinovskiy.

"It all reminds me of 1916 and 1917 when they were again buying from Germany and they pretended to be surprised when the Bolsheviks appeared. It can't carry on, when 97 per cent of the population lives in poverty," he said.

The purchase is in the tradition of Catherine the Great, who bought the famous Orlov dinner service from France in the 18th century — although it consisted of a mere 2,500 pieces.

The Style - The Value - The Catalogue
Yours Free From
JAMES MEADE LIMITED

Our 32 page Women's Classics catalogue is packed with items of clothing that are superior in quality, value and style. We use the finest fabrics and workmanship the world can offer and our attention to detail is impeccable. Because we deal direct we keep our overheads low, passing the benefit on to you in the form of affordable prices. To make the value even better, as a special introductory offer, I have deducted 10% from the current catalogue prices. Featured here are some of the many items contained in our Women's Classics catalogue. The traditional 'golfer' cardigan made from the finest two-ply Scottish Cashmere

is absolutely not to be missed. Shown with a stunning wrap skirt in Liberty pure wool challis, it is one of the many co-ordinated outfits on offer to you. The stylish, patchwork print dress in rich colours is extremely elegant and flattering to wear. Also in warm colours, is our pure wool jersey. It features an original poppy design on the front and back and the intricate stitch-work throughout is just one example of the attention to detail on which we insist. There is a wide choice. Whether it be shirts, skirts, trousers, jackets, nightwear or knitwear that you are looking for, it is all here in Women's Classics. We are committed to providing you with the best the world can offer at outstanding prices. Every item is backed by our guarantee of your satisfaction. Don't delay, order your FREE catalogue today to take advantage of our introductory offer.

Simply complete this coupon and send it to: James Meade Limited, FREEPOST (SN 1676), Andover, Hampshire, SP10 3BR and we will send you your FREE copy of Women's Classics. Or telephone us on 01264 333222 quoting reference no BWTTAQ, or fax this coupon to us on 01264 363280 - do it today to take advantage of our special introductory offer.

Name _____
Address _____
Postcode _____
Tel No _____

If you do not wish to receive direct mail from other carefully selected companies, please let us know.

Day 2: Bel Mooney on her feelings as she reaches the exciting uplands of her fiftieth year

'It has taken me 50 years to realise love is what really matters'

At the front of my Filofax (old habits die hard) I have written a number of quotations which I look at every day. One from Samuel Beckett seems to offer more and more consolation: "No matter. Try again. Fail again. Fail better."

Why talk of failure at 50? Because this is part of that "letting go". It seems wise to move on from the arrogance of the twenties and thirties, and the mingled complacency and cynicism of the forties, into that state of humility which is as T. S. Eliot wrote "endless", to acknowledge your mistakes, to hope that you can "fail better", seems a fitting replacement for the sexual vanity and vainglorious dreams of acclaim, and foolish expectations of perfection which I confess to as the sins of my youth.

At 30 I used to admire the in-dour-face sentiment of Piaf: *Je me regrette rien*, and imagine that in middle-age I'd shout it from the rooftops. Now it is not so simple. I do regret things, and the act of regretting allows in a kind of awe at the miracle of survival: My God, aren't I lucky? Then, flattered, you are liberated at last to look forward, not backwards. Another of the daily maxims is from Ibsen: *Live, work, act. Don't sit here and brood and grope among insoluble enigmas.*

The chief feeling is one of relief. To acknowledge that you have no answers (now as you tip into the second half-century, knowing that this bit is downhill all the way) is the first step to wondering if you

were asking the right questions. It feels like stumbling into a strange room in a power cut, and groping out of habit for the light switch... fumble... then snap, the power is on after all, and you step forward, looking around and realising that you knew this place all along. You belong.

'It seems wise to move on into a state of humility'

Some experiences concentrate the mind most wonderfully. They may be personal, but are so sublime that to hug them to your chest seems selfish.

On August 28, after six months of deteriorating health, our daughter Kitty (16), endured over eight hours of major, difficult surgery on her bowel. For weeks before I walked around in shadow, convinced she would not survive. She shared the terrible dread. Early in the morning of August 29 she opened her eyes in intensive care, painfully reached out a punctured hand, and said in a clear, sweet voice, "Mummy, I didn't die. And I'm going to get better."

All I could say was, "Yes". It occurred to me then that if it has taken me 50 years to

know, finally, what I had always suspected — that nothing else matters — then I am overjoyed to have arrived at last.

The knowledge comes hard. In the summer Kitty and I attended the funeral of a 15-year-old girl who died of cancer on her ward. She had made friends with another teenager who is unlikely to live beyond 20. At midnight after her operation I spent an hour talking to a young couple whose baby has spent three months at home, and six months in hospital, and who has but a small chance of survival... and I recognised that look of dumb bewilderment on their faces.

Sometimes I have felt shrunken, like Alice, and scrambling desperately to swim in my own tears. Suffer the little children indeed, here and all around the world, and no answer to the painful scream, "Why?"

Then, on the ward, day after day you are privileged to witness the extraordinary patient love of parents of every age, race and class; the gentle gaiety, understanding and brilliance of the nurses; the acute concern and dedicated skill of the doctors — one in particular, there in Bristol Children's Hospital, who has the grace and courage to cry when my daughter cries...

How can you not delight in a world with such people in it? Brave and new indeed. Their countless murmurs of tenderness and encouragement, and little jokes, and family stories, together swell to an Ode to Joy which drowns out the shrieks



Bel Mooney on reaching her half-century: "Thirty? Nah — I don't want to be 30 again. Not with the fire in me now"

of fear and pain. So there, for me, was one of the elusive answers. The God-shaped hole in my universe is filled with people, some known to me, some unknown. The indisputable fact of heroism, all over the world, weighs equal in the scales with the horror and the hatred. To the question, "What are we here for?", Ibsen's, "Think, work, act", is still a fine answer. But it falls short. Thinking, working and

acting are nothing unless impelled by the most important imperative: Love.

A close friend, 50 next month, said to me, "Getting old physically doesn't bother me — the spare tyre, double chin, and hairy toes! What's far more sobering is to know that maybe I've had more than two-thirds of my life. I do think more and more about spiritual things".

She is a Christian, but for years has understood my own longing for God and failure to find him. Recently (maybe as a result of being in Bosnia) I stopped looking, but the spiritual search still goes on, both in churches and in fields close to home. When I pray, it is to the Universe, vast and implacable though it is, and if that is God, then this Earth itself is my Christ, with the Holy Spirit the air we breathe... a Trinity worth worshipping and crusading for.

Interestingly, another fiftieth birthday this year is that of the Soil Association, which goes on patiently beating the drum for organic agriculture.

Maybe another sign of my age is that it actually feels more relevant to my life now than *Woman's Hour's* birthday: I passionately believe that unless we step back from the arrogant folly which has led us to abuse this planet in so many ways, we are doomed. This is beyond gender and party politics. I sit on our hillside, gaze at the beauty of the land, and find another answer. "Mum-mum, I didn't die", means that she and all children, those as

start with new Labour, but a return to some of the values and disciplines I grew up with. I wait for the day when the Prince of Wales is recognised for the infinitely gentle, farseeing, hardworking, intelligent, spiritual and utterly civilised force for good that he is. (OK, so he made a mistake: so did I — lots.) It will come. Despite all the proofs coming in, and despite my rage, I carry a torch of optimism. But I won't buy anybody's package deal or belief.

Alice grew up. She left wonderland behind, and stepped through a looking glass, into her own kitchen, scene of so many years' loving domesticity. It's not that I don't want to go to the party any more; it's here in my own home.

In May I stayed up all night with my son, drinking and smoking and talking, and at five in the morning we tottered on a long walk in the valley. Then he slumped the rest of the day asleep in bed, and I spent it at the hospital. I said, "Don't think me old, boy, until you can keep up!" Despite my children's mirth I've booked a first riding lesson for my birthday, because I want to go trekking in the Andes in a

'I have a number of quotations which I look at every day'

year's time, sleeping under the stars. I walk at midnight with the Labrador and collie I bought my husband, amazed by my solitude, the night, and the fact that I used to detest dogs.

As the sunlight fills the kitchen, and I reach 50, I put on Beethoven's *Spring* (or maybe Clapton's *Timepieces*) and raise a glass to some things changing and some things staying the same.

To the family and friends without whom I could not live. To the husband of nearly 29 years whose silly sayings I love. To the fact that our son is engaged to a girl beautiful in every respect, so that I can finally "come out" and say that my chief ambition is to be a grandmother. To the day when finally our daughter will leave hospital forever. *Nothing else matters.*

Then, to all the writers (dead and alive) whose books line my library, because their insights cannot be destroyed by the grossest anti-culture. To art and music. Even to the people I disagree with because they keep me on my toes. To "cakes and ale". To infinite possibility...

Where to stop? There's no time to stop.

Thirty? Nah — I don't want to be 30 again. Not with the fire in me now.

INTERNATIONAL FESTIVAL OF FINE WINE AND FOOD

The Gourmet's Paradise
OLYMPIA 2
24th - 27th
OCTOBER
1996
Opening Times

Thursday 24 October 11am-7pm
Friday 25 October 11am-7pm
Saturday 26 October 11am-6pm
Sunday 27 October 11am-6pm

Strictly no admission to under 18 year olds

THE SUNDAY TIMES
THE FINANCIAL TIMES
WINE

Thousands of fine wines to try and buy from France, Spain, Italy, Australia, New Zealand, South Africa, Germany, Greece, The Czech Republic, Chile, Romania, England and the USA.

Mouth-watering foods to sample and purchase, including Mediterranean specialties and oriental delicacies, Scottish delights and eastern exotics.

The debut of The Cheese Village, incorporating the British Cheese Awards Cheese Challenge, sponsored by Tesco.

The ever popular Sunday Times Wine Club Taste Tunnel.

FREE tutored wine and spirit tastings in The International Tasting Rooms and WINE Theatre, FREE food and drink pairings and FREE Introduction to Wine Tasting Seminars, sponsored by Asda.

FREE cookery demonstrations, by the country's top chefs, such as Antony Worrall Thompson, Alastair Little, Sophie Grigson and Frances Bissell, in The Mark Wilkinson Celebrity Kitchen.

FOR TICKETS AND INFORMATION, PLEASE CALL 0171 244 0338

Tickets cost £15, single; £25, double
Admission includes complimentary Schott Zwiesel ISO wine glass, free show catalogue, free tastings and demonstrations and free delivery of purchases by White Arrow Express.

SECTION TWO

Wilder at heart: Can Gene put some zest into the West End in Laughter on the 23rd Floor?

Arts:
Pages 36-38

New digital Nokia. 100 hours of power!

NOKIA
NEW GSM MODEL 1610.
◆ Up to 100 hrs standby-time
◆ Up to 3.5 hrs talk-time
◆ 45 name/number memory stored on SIM
◆ Fast recharge-55 mins
◆ 5 selectable ring tones
◆ Weight 250g

VODAFONE PERSONALWORLD	
Connection	£35.25 (£30 + VAT)
Monthly Rental	£17.63 (£15 + VAT)
Peak Rate Calls (all mins)	35.25p per min (30p + VAT)
Off Peak Calls	11.75p per min (10p + VAT)

Personalworld peak rates are 8.00-20.00 Mon to Fri. Off-peak rates are 0.00-20.00 Sat and Sun. All rates include VAT. Monthly rental includes 100 mins of free calls. Excess calls are charged at 35.25p per min. Line rental is charged at £1.77 inc VAT per month. Line rental is charged monthly in advance and phone charges will be debited to your nominated credit/debit card or cash. Calls charged in 1 second units.

2 MONTHS FREE LINE RENTAL
WORTH £35.25 INC. VAT

GUARANTEED PEACE OF MIND
Your phone is covered by our 14 days no quibble money back promise.

ORDER NOW WITH YOUR CREDIT CARD DETAILS FOR FREE DELIVERY IN 4 WORKING DAYS

FREEPHONE 0500 000 888
CREDIT CARD ORDERING HOTLINE WEEKDAYS 9AM-5PM WEEKENDS 10AM-5PM

PLEASE HAVE YOUR CREDIT CARD AND THIS ADVERTISEMENT HANDY WHEN YOU CALL AND QUOTE REF 4888 (SOME ARE UNABLE TO ACCEPT SWITCH CHARGES)
Offer subject to status and a standard 24-month contract for each phone with Cellphones Direct Ltd, 185 Lander Road, Richmond-upon-Thames TW9 4LN. Full written details and terms and conditions of this offer are available on request. © Copyright. Registered No. 299222



LIFETIME PRODUCT WARRANTY
Our Lifetime Product Warranty covers your phone against electrical or mechanical breakdown for as long as you remain a Cellphones Direct subscriber.

LIMITED OFFER
£9.99
INC. VAT

- FREE LINE RENTAL - for 2 months worth £35.25 inc. VAT
- ONE SECOND BILLING - you only pay for the airtime you use
- MORE POWER - up to 100 hours standby-time, up to 3.5 hours talk-time
- BEST COVERAGE - with digital call clarity and security
- FREE ACCESSORIES - in-car adaptor and leather case together worth £55 inc. VAT

Cellphones

Pupils must come before the tables

Culling unpromising sixth-formers is cynical and indefensible

I know a man whose Lottery fantasy is to set up a charitable foundation to prove certain people wrong. He will make television programmes turned down by Alan Yentob and win awards with them. He will open hospitals wards and make medical history, and back businesses which have been unfairly dropped by timid banks so that they succeed (and with luck, buy up the banks).

Yesterday he would have been on the phone to a number of 17-year-olds with a simple offer: a free place at a good sixth-form college so that, well taught, they could get their grades and conquer the world and forever embarrass the heads who chucked them out as no-hopers who were impeding their schools' places in the league tables. The charity would be called the Yah Boo Sucks Foundation.

Alas, it does not exist. We must merely hope that some of the scores of adolescents who are being rejected in this manner will find their own way on and up. That they exist is in no doubt. Private crammers say that since the league tables began four years ago, there has been a sharp rise in pupils who join half-way through their A-level courses. Not only independent but state schools are pressing "weak" candidates to withdraw from subjects at the end of the first year of the sixth form. Elizabeth Richards, of a London tutorial college, says "some schools are being absolutely ruthless", and questions what becomes of the rejects who cannot afford eight thousand quid to pick up the pieces privately. She cites a pupil on an assisted place who was thrown out because of weak maths and was not even allowed to do her other subjects. Not all schools even bother to deny this policy; the principal of Queen's College in London says heartily: "If I were in the horse world, I would not put horses over hurdles they could not jump."

The more competitive state schools are moving rapidly in the same direction: some parents express surprise that the London Oratory, for instance, where Tony Blair's son is going, makes a point of not giving up on weak candidates. Their surprise gives a clue as to how attitudes have shifted in the most ambitious schools. It is true that in the public sector a fig-leaf is generally proffered: commenting on the revelations of Ms Richards yesterday, the head of one comprehensive in York demurred about "the student's best interests. If someone were doing disastrously, it would not be fair to let them carry on." Not fair? Why, exactly? Don't answer that. The rise in lower-sixth pupils chucked out since league tables suggests that these "best interests" have curiously come to coincide with the best interests of ambitious heads.

Most notoriously of all, and a clear target for the Yah Boo Sucks Foundation, is Roy Chapman of Malvern College. He is the very man who told the Headmasters' Conference in 1994 that public schools fill "the gaping moral vacuum in society". He has admitted that the reason he has thrown out nine lower-sixth pupils in the past two years is that they "would have reflected on our league table performance... made a big difference to our points total and final position". They were, he says, all idle; but if the points total matters that much, and schools are so confident about their internal predictions (which are often wrong, as thousands of recent A-level candidates know to their chagrin), then how long will it be before it becomes acceptable to admit to routinely chucking out those who are just a bit dim, or whose parents' divorce has upset them in the lower sixth, or who suffer a bout of glandular fever or a ghastly love affair?

Mr Chapman did prudently add, "We are not going to chop the weak who really try", but laziness in teenagers has many and complex causes. The impression given, to this parent at least, is that league tables are starting to matter more than children. Otherwise, why didn't he throw out the bone idle ones in the days before league tables? It can't have been just because they were paying fees, perish the thought. Mr Chapman must have believed that there was still something the school could do for them. Urge them on, try to interest them, find a GNVQ that would suit them better if the academic course was wrong; state them, gale them, motivate them, that sort of thing. But now, the precious "points total and final position" forbid such efforts. Out with them quick, before they besmirch our image!

Libby Purves

Any honest school could find far more striking examples of recoveries, surprises and unpredicted disasters too, all fuelled by the volatile and fluctuating energies of youth.

More importantly, even if the school predictors are right and the pupil is going to scrape two E grades, that is no reason to give up. Those Es might represent a lot to a child who has had difficulties. Or they might shock an idle and arrogant one into humbly realizing the enormity of a year later and winning. A school's job is to understand and help pupils, to cull them. Unless they are seriously disruptive — but that is not what we are talking about.

Schools should be warned. Apart from a few snobbish fools, we parents are not actually obsessed with league tables. We just want our children to be helped to their personal best, by schools which put effort into finding what that is. Suspiciously, I rang my son's *alma mater*, the Royal Hospital School in Suffolk, which because of its charitable roots has a comprehensive social and intellectual intake and so hovers in mid-table, always hoping to go up. As innocently as I could I asked: "Do you cull your idle first-year sixth? Malvern does, so it's obviously all right now." There was an explosion of shocked wrath. "Certainly not. That would be dreadful. Once we've taken them, we struggle on." Oh good.

Try the same question on yours today. If they sound shy in their denial, check to see if the numbers fall from the first to the second year sixth. You may think, right now, that your little Johnny is a bad patch, do you really want him sacrificed to a pageful of crabbled numbers?

Woodrow Wyatt, as Chairman of the Tote, says crazy regulations are harming racing

Absurd hurdles that ruin the ride

Frankie Dettori's seven winners in a row at Saturday's Ascot Festival meeting was a spectacular which will help racing by attracting larger crowds when he rides. For bookmakers it was an instant calamity. Dettori has become the punters' favourite. The mass of winning bets in singles, doubles, trebles and other combinations lost us in our 204 Tote betting shops and in our credit business £700,000. Extrapolate that to the other 8,500 or so betting shops, and bookmakers' total losses must have been about £30 million on the day.

But they had the solace of betting on winning numbers in the Irish lottery. This would have brought a profit of some half a million on Saturday. Since April, bookmakers have been astonished by the amazing rise in betting on Irish lottery numbers, which now amounts to between 2 and 2½ per cent of turnover. The odds are 54 for getting one number right, rising to 44,370-1 for five numbers. Few manage to get even one number right. No levy is paid to the Horserace Betting Levy Board, and the profits are vast.

If the Tote had been allowed these bets, it would have made an extra profit since April of £700,000. Not offering them loses customers in droves to other betting shops, and when they do they also make all their usual bets. It will be very hard to win the lost customers back. Our betting-shop turnover has dropped by 9 per cent, whereas generally the fall has been only 3.7 per cent. That reverses the position in the year ending March 31, when our betting-shop turnover fell by only 1.27 per cent and the other bookmakers' fell by 2.21 per cent.

In February, Home Office officials were urgently petitioned to allow us to bet on Irish lottery numbers. A simple order in Parliament is required, taking 30 days to pass. On April 12, I wrote to Michael Howard pressing the point. He didn't reply until July 29, despite my frequent calls to his office. He referred to the possible reaction in the industry (even though all the major bookmakers support the Tote on Irish lottery numbers) and to the need to consult colleagues. "I have now set this in hand," he said. But we have heard nothing since, and it is October. Our irrecoverable loss of profit increases daily. This is laughable from a Government that is supposedly dedicated to deregulation. In reality it is piling it on.

Discourteously and without consultation with us, the Home Office has registered the Tote as a Non-Departmental Public Body. The Tote is unique on the 1,227-strong list of these bodies, in that it has never had a ha'penny from the Government, makes large profits which it gives to racing (which is furious at Mr Howard's indifference, especially with Arab and other foreign owners moving from Britain to places with higher prize money) and pays the Government considerable sums in corporation and betting taxes. I know from the highest source that a *sui generis* body like the Tote was never intended to be on the list of Non-Departmental Public Bodies. It could be removed tomorrow but for official unwillingness to admit a mistake. Consequently a Nolan-style advertisement will appear for applicants to succeed me as Chairman when I retire on April 30 next year.

The same procedure will be used each time one of our five non-executive board members comes to the end of his term of office. The procedure is wearisome and laborious, and it is unlikely that the kind of person who would be a suitable Chairman or board member will be prepared to go through the tedious and degrading business of submitting a CV and then, if shortlisted, being interviewed in a competition arranged by Home Office officials with no knowledge of the commercial business that the Tote operates.

No one disputes that the statute governing the Tote makes it clear that the Home Secretary, though he may make board appointments, has no power to give instructions to the Chairman or the board. If he doesn't like them, his remedy is not to reappoint them. The statute also lays down that the board members "may regulate their own procedure and make standing orders governing the conduct of their business". Notwithstanding this, the Home Office has sought to impose a model code of conduct, and when we rejected sections of this it was startled to find that it could do nothing about it within the law.

Likewise, the Cabinet Office "Efficiency" Unit sent us 42 closely printed pages of instructions, at a cost to the taxpayer of £22,000. These were mostly gibberish, and included such gems as: "Where a Generic Personal Objective is applied, this should be made 'smart' by linking to the Specific Work Programme..." and "Remember that Personal Objectives are not meant to be a detailed 'Stand Alone' description of the individual's work programme..." We were told that ministers would be ordered constantly to review and to interfere with the day-to-day running of the Tote.

I wrote to Sir Robin Butler, the Cabinet Secretary, asking him what legal power the Cabinet Office, or any other government body, has to overrule the statute controlling the Tote. As he was obliged to answer that it has none, the Tote will ignore all *ultra vires* orders from any source. But they began pouring out of the Cabinet Office in February, and the trend is clear. Emulating Brussels, Whitehall and its ministers are bent on extending their destructive reach. Power corrupts and bureaucratic power corrupts absolutely, to paraphrase Lord Acton.

standing this, the Home Office has sought to impose a model code of conduct, and when we rejected sections of this it was startled to find that it could do nothing about it within the law.

Likewise, the Cabinet Office "Efficiency" Unit sent us 42 closely printed pages of instructions, at a cost to the taxpayer of £22,000. These were mostly gibberish, and included such gems as: "Where a Generic Personal Objective is applied, this should be made 'smart' by linking to the Specific Work Programme..." and "Remember that Personal Objectives are not meant to be a detailed 'Stand Alone' description of the individual's work programme..." We were told that ministers would be ordered constantly to review and to interfere with the day-to-day running of the Tote.

I wrote to Sir Robin Butler, the Cabinet Secretary, asking him what legal power the Cabinet Office, or any other government body, has to overrule the statute controlling the Tote. As he was obliged to answer that it has none, the Tote will ignore all *ultra vires* orders from any source. But they began pouring out of the Cabinet Office in February, and the trend is clear. Emulating Brussels, Whitehall and its ministers are bent on extending their destructive reach. Power corrupts and bureaucratic power corrupts absolutely, to paraphrase Lord Acton.

I wrote to Sir Robin Butler, the Cabinet Secretary, asking him what legal power the Cabinet Office, or any other government body, has to overrule the statute controlling the Tote. As he was obliged to answer that it has none, the Tote will ignore all *ultra vires* orders from any source. But they began pouring out of the Cabinet Office in February, and the trend is clear. Emulating Brussels, Whitehall and its ministers are bent on extending their destructive reach. Power corrupts and bureaucratic power corrupts absolutely, to paraphrase Lord Acton.

The real election is nigh

Peter Stothard joins the Labour Party delegates at Blackpool and tells a tale of two pictures

Some fifty miles separate Tony Blair's party conference at Blackpool from Wordsworth's home village of Grasmere. This year an enthusiastic assortment of "New Labour" supporters, all planning their trips independently as far as I could see, decided that a visit to the seaside politicians merited a detour to the lakeside poets.

Why were they there, sitting against the dry-stone walls with agendas in their waterproof pockets? Seeking fresh air before the days of dust in Blackpool's bars? Maybe. Topping up with romantic sensibility? I think not: pragmatism is their order for the rest of this week. Hoping to meet that devoted backer of the Wordsworth Trust and former Labour conference hero, Michael Foot? No: for any self-respecting, self-promoting Blackpool Blairite, a smile from Mr Foot would be as welcome as a mark of Cain.

Inside Wordsworth's Grasmere home is a rare cloth-capped portrait of the poet's sister, Dorothy, which was until recently owned by the Labour MP Joyce Quinn and her family. There is also a copy of *The Times* from June 1800 showing total public spending as a mere £54,366,306 9/4d: this latter was once favourably remarked upon by John Major and might also appeal to new Labour's would-be "Iron Chancellor", Gordon Brown. But none of these would be reasons to delay reaching the Golden Mile.

One attraction of Grasmere is, however, well worthy of a Labour politician's pit-stop. Readers of *The Times* Saturday Magazine may recall how a few weeks ago our art critic, Richard Cork, hailed a "ground-breaking exhibition" of the prose and paintings of Benjamin Robert Haydon, a friend both of Wordsworth and of Keats. Haydon is best known for his massive scenes from ancient history, but he was also an idealistic political radical, anti-monarchist and campaigner for electoral reform. On the museum walls of Grasmere hang together two political pictures which dramatically grab the visitor's attention. I had been in Blackpool barely a few hours yesterday before their message

and subject came flooding back. The first painting is called *The Mock Election* and it well matches what I remember of Labour's party conference mood last year. The Hogarthian scene shows a London debtor's prison in 1827, where the inmates are participating in a cheerful mimicry of the political process. The chief candidate, sporting a large red rosette on his hat, is confidently canvassing his fellows' support; lobbyists proffer petitions and partygoers quaff wine. Any sense of a real election is far away, so much so that George IV, no instinctive lover of the democratic niceties, added the work to the royal collection for the hefty price of 500 guineas.

The second picture is *Chairing the Member*, and it brings us closer to the distinctly different atmosphere of this year's conference. Inside the same debtor's prison, where Haydon himself served two separate sentences, the mock election party is continuing. But the characters are facing a harder reality. The red-rosetted candidate is certain that this time he will gain power. But he is battling against a guard and raising his champagne glass in anger; he could easily have been a delegate in the Imperial bar last night. In this second painting, which did not win the royal favour or money of the first, there is a genuine and disciplined enemy. Royal soldiers are waiting for orders to hit back. The partying politicians are suddenly more fearful, grounded and sullen.

Labour delegates here in Blackpool are strikingly down-to-earth by comparison with last year. The real election is nearer. Tony Blair has huge self-confidence and defends himself vigorously against internal critics at all the various regional party receptions around town. But it is too late to buoy up his forces with new constitutions or philosophies. New Labour's most recent attempts to maintain the momentum of change — on child benefit, trade union links and Scottish devolution — have frightened his supporters more than his opponents.

There is a much greater awareness than before of the Conservatives' capabilities and potential strength. That may seem surprising. The Cabinet has not matched the closeness of the election date with the traditional closing of its party ranks. But Labour is nervous of what would happen if Tory discipline returned. So far this summer, Lord Saatchi's soldiery has made only the merest feints; and yet it has drawn blood.

Labour's confidence comes strongly from outside itself, from its dominance of the public opinion polls and the lionising by lobbyists and influence-seekers that comes from such "mock election" triumph. There are mixed feelings in Blackpool about this. When a Gallup poll yesterday showed a six-point drop in Labour support and deep unease about disunity in the party, Labour's leaders affected quiet satisfaction, saying that it was easier to exert discipline when their poll lead fell nearer to the likely reality.

Indeed, they seemed happy in general with this year's pre-election mood. Behind that confidence, however, lies a worry about where the poll fall will stop. The giant



Chairing the Member: the candidate held aloft might easily have been a delegate at Blackpool

ness than before of the Conservatives' capabilities and potential strength. That may seem surprising. The Cabinet has not matched the closeness of the election date with the traditional closing of its party ranks. But Labour is nervous of what would happen if Tory discipline returned. So far this summer, Lord Saatchi's soldiery has made only the merest feints; and yet it has drawn blood.

Labour's confidence comes strongly from outside itself, from its dominance of the public opinion polls and the lionising by lobbyists and influence-seekers that comes from such "mock election" triumph. There are mixed feelings in Blackpool about this. When a Gallup poll yesterday showed a six-point drop in Labour support and deep unease about disunity in the party, Labour's leaders affected quiet satisfaction, saying that it was easier to exert discipline when their poll lead fell nearer to the likely reality.

Indeed, they seemed happy in general with this year's pre-election mood. Behind that confidence, however, lies a worry about where the poll fall will stop. The giant

questions are just how much the pollsters have been underestimating Tory support and just how much benefit the economic recovery will bring the Government. In the pretend politics of dinner-party talk and shopping-mall interviews it is not chic to profess support for John Major: in real elections, it does not matter what is chic. In pretend politics, the battle between hope and fear is won by hope; real elections give fear a chance.

Delegates know that behind the jolly smiles of John Prescott, Gordon Brown and Robin Cook lie seething rivalries over influence now and power later. Divisions on sensitive issues this autumn may help Blair if he is elected: the old Left will not be able to claim that it was not warned. But divisions can also cost votes. A prudent Labour Party, knowing that it has not won a real general election for two decades, would keep its arguments somewhat quieter — a point that Tony Blair is likely to reinforce in his speech today.

When Haydon chose a prison setting for his pictures, he was not only making a point about penal policy. He was transfixed by the

way men's endless hopes and unbounded imagination are limited by external constraints — "whether it be six thousand feet or six thousand miles". Last year Labour's focus was on its imagination; yesterday it was on its limits.

As for tomorrow, loyal followers of New Labour have been proudly carrying John Rentoul's new paperback biography of Tony Blair. In it they have read how thirty years ago the future Labour leader was preparing for his own mock election, and how while Harold Wilson was facing the nation on behalf of Labour, the young Blair was wooing his Durham Chorister schoolmates as a Conservative. At the last minute, as a contemporary recalled, the fates wanted to say to him, "Conservative so far, but no further". On mock election day, he was ill. In defiance of the national trend another Tory took over — and was elected.

The author is Editor of *The Times*. The Haydon exhibition at the Wordsworth Trust, Grasmere, Cumbria, ends on November 3. The catalogue is available by post, priced £15 plus £3 p.p.s.

Beaux jest

WHILE the Duchess of York battles to prevent further news of her handsome beaux from hitting the streets, young blades in Australia are fighting for a waltz with Diana, Princess of Wales.

The talk on Sydney's lagern'

lime circuit is of James Packer, eligible bachelor and polo-playing son of the gambling media tycoon Kerry Packer. They say he refuses to pay \$1,000 to sup with the Princess later this month at a charity dinner, where she will be



Picture this, James: dancing with the Princess

guest of honour, unless he can also dance with her.

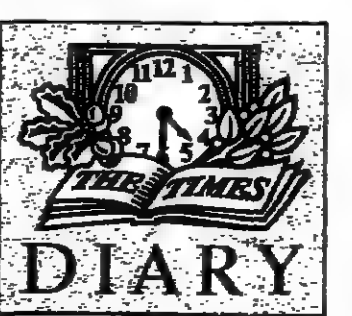
A precedent was set the other day in Washington, when the single Princess was seen waltzing giddily with the likes of Calvin Klein and General Colin Powell at a society function. The general was quite overcome and sang quietly into her ear as he held her in his arms on the dance floor. "Heaven," he crooned, "I'm in Heaven."

Diana's new single status has set Antipodean pulses racing, and a round on the dance floor with the Princess is regarded as the ultimate social achievement. This may explain why Clive James, retired television presenter and paid-up member of Diana's fan club, has taken up tango lessons in London.

Sgt Pepper

THE WALL OF STEEL surrounding Labour's conference in Blackpool was breached yesterday afternoon by an explosion of pepper gas.

At around 4pm, guards stopped a woman and told her to show them a sinister looking canister in her bag. One of the burles took the canister, clearly marked "self-defence spray", shook it and merrily pressed the button. Within seconds the press gallery nearby



and delegates around were coughing and spluttering. Mo Mowlam, the Shadow Northern Ireland Secretary, was sent into rabid convulsions as she bowed through the exhibition area. Donald Dewar, Labour's chief whip, was doubled up inside the hall. The gas even sneaked its way as far as the podium speaker, who had her big moment ruined by choking.

In the best PC Plod tradition, the guard responsible explained: "There was no way I was letting that through, so I tested it. Perhaps I should have taken it outside."

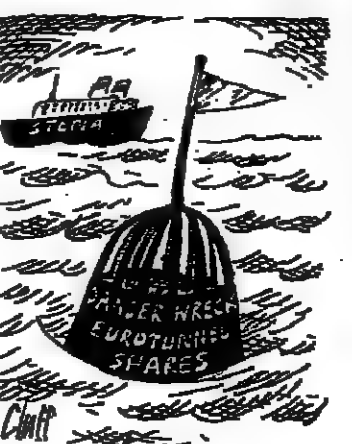
Another awkward moment in Blackpool yesterday came when Baroness Castle, 85 and chief backer of Labour's pension plans, was refused entrance to the conference. Nothing to do with Labour's

dark forces, it emerged. The Baroness had forgotten her pass.

Cat naps

LABOUR nearly had the plumpest of all fat cats within their grasp at the party conference. But he escaped unrecognised.

On Sunday evening, Gordon Brown's advisers in his campaign against excessive salaries in the privatised utilities were setting in for a quiet pre-conference dinner. Ed Balls and Charlie Whelan chose the River House restaurant, a favoured haunt for conference-goers.



They were sitting just feet away from Cedric Brown, the former managing director of British Gas, who was dining with his wife. Balls and Whelan failed to spot their quarry, and were disappointed when they discovered that he had eluded them. Cedric Brown explained later that he had popped in, tantalisingly, on his way to a conference in Edinburgh. Perhaps he could have paid their bill?

Drama news

EMMA THOMPSON may be estranged from her husband, Kenneth Branagh, but she can take solace in academia. Her Cambridge college has offered her an honorary fellowship.

Thompson went up in 1978 to read English. She was as well known for her activities with the Footlights as for her discreet *al fresco* encounters with fellow undergraduates. She also sported a shaved head during her student years.

Knee deep

PANDORA CLIFFORD, the ebullient daughter of Timothy "Three Graces" Clifford of the National Gallery in Scotland, has been ap-



Pandora: on her knees

plying herself with vigour to her acting career. Too much vigour, perhaps.

She opens tomorrow at the Shaw Theatre in Brighton as the romantic lead in *Ordine*, Giraudoux's tragicomic fairy tale of a water nymph, the object of a knight errant's passion.

Acting the part of an adolescent girl, she has been hurling herself at the feet of various men so valiantly that she has damaged her knees. "I have to wear knee pads under my costume now," she says.

P.H.S



BROWN'S WAY

Blackpool grasps the spirit of new Labour

To engage the hearts and heads of Labour conference delegates at the same time has always been a difficult task. Once they used to respond only to appeals to the heart; appeals to the head were received with sullen silence. Yesterday Gordon Brown demonstrated that it was possible to engage delegates' brains too. For the first time as Shadow Chancellor he won himself a standing ovation with a skilful weaving of the impassioned and the impassive.

There are certain buttons a Labour conference speaker can press that will ensure instant applause: defending the poor, attacking the rich, renationalising the railways, keeping the Post Office public. Homage to John Smith is both obligatory and a guarantee of success. But who would have thought that Mr Brown could win applause for promising to bring inflation under control, or for the need for financial discipline and prudence?

His rhetorical trick was to bring together in one sentence the hard-headed and the soft-hearted: thus the spirit of John Smith was summoned to defend the need for modernisation; workers on low incomes and pensioners were invoked in Mr Brown's assault against inflation. But it is still to the conference's credit that delegates applauded his hard-headed defence of Labour's controversial plan to means-test child benefit for 16 to 18-year-olds.

Delegates are at last starting to warm to new Labour's themes. Under Mr Brown's vision of Britain, there will be equality only of opportunity, not of outcome. The "central job of government", he said, was to create a meritocratic society, in which "what each of us can achieve depends less on where we come from, what school we went to and what privileges we inherit, and more on our potential and on the opportunities we have to make the most of our potential". What he

wants, in short, is a classless society. Have we not heard that before, from the leader of the Conservatives? For the first time in decades, both parties now share an important goal: the question before the electorate, and a crucial one, is which is most likely to achieve it.

References to "the many" and "the few" peppered Mr Brown's speech, in a deliberate allusion to Labour's new Clause 4: abolishing capital gains tax and inheritance tax would help only the few; using the money to lower the starting rate of tax would benefit the many. Now that punitive taxation is off Labour's agenda, the "few" seem to be defined only as millionaires or utility bosses; but every party has to have its bogymen, and these are at least smaller in number than the entire middle and upper classes who used to be Labour's natural enemies.

If Tony Blair and Mr Brown have managed to wean their party off the levelling-down form of egalitarianism that used to be its trademark, then that is some achievement. Another sign of this transformation came yesterday with the re-election of Harriet Harman to the National Executive Committee. Ms Harman had committed the cardinal sin, in old Labour eyes, of sending her son to a grammar school. But many new members of the party seemed to have accepted this as the natural maternal instinct at work, wanting her son to have the best chance in life.

This vote was a far better indication of the modernisation of the party than next month's approval of the draft manifesto will be. The latter is a foregone conclusion, since members gain nothing from voting against it. The vote for Ms Harman shows that the unbending attachment to narrow ideology, the bitterness and class hatred, are finally losing their grip on Labour.

AFGHANISTAN'S AGONY

Taleban success trades one horror for another

For the shell-shocked inhabitants of Kabul, bombed and rocked for the past five years in Afghanistan's bloody civil war, the lightning victory of the Taleban has brought an end to the random horror that has left thousands mutilated and reduced Kabul to rubble. That, at least, is something for which they can only be grateful. Yesterday, the student militia further consolidated its hold on the country, sweeping north in relentless pursuit of the former government forces and capturing key towns and a province. Guerrilla leaders who once held divisions of the Soviet Army at bay were fleeing for their lives. The Taleban now control three quarters of the country, and are poised to push through the blood-soaked Salang pass to the gates of central Asia.

The peace they have imposed in their wake is the iron regime of the fanatic. Within hours of arriving in Kabul they issued the decrees that have transformed life in Jalalabad, Kandahar and other cities under their puritanical rule. All girls' schools have been shut. Women have been ordered to remain at home, and not step outside unless completely veiled. All men have been ordered to grow flowing beards within six weeks. Television sets have been smashed, music banned, Western influence has been anathematised. Sharia law has been imposed in its most obscurantist interpretation: thieves will have their hands hacked off with a cleaver, women dressed immodestly will be beaten and adulterers stoned to death. Summary punishments have already been meted out as a warning.

Many residents of Kabul are aghast. About 70 per cent of the city's teachers are women; and few will now venture outside. Hospitals, clinics, food distribution will

suffer. The United Nations, long a lifeline to the besieged city, is also learning with a jolt of the Taleban determination to impose its will. The bodies of former president Najibullah and his brother, swinging from makeshift gallows for two days, were a reminder to the world, and interceding UN officials, that this militia force, springing from the hardline Afghan religious schools in Pakistan, is more than just another victorious faction. It is the attempt by zealots to reconstruct a society based on an all-consuming ideology — in this case, the reversion to a medieval interpretation of Islam. The last victorious guerrilla army to enforce its beliefs was the Khmer Rouge.

Throughout history, Afghanistan has been the mountainous battleground for clashing warriors and tribes, imperial powers and crusading ideologies. The Taleban victory has elements of all these wider machinations. The Taleban are Pashtuns, the traditional rulers of Kabul, and their hatred of rival factions representing ethnic Uzbeks or Tajiks goes deeper than ideology. Britain long retired from the Great Game, and the Soviet Union was more recently bloodied, but other outside powers still are trying to meddle. The Taleban message to all is the same: keep out. It is a message the world should heed, especially Pakistan. Islamabad may think that its early logistic and political support will open up new routes across the northern frontier, but may find it has created a force it cannot control. Heroin is not the only deadly substance from which the Taleban have thrived. Afghanistan's 20-year agony is not yet over; but its theocracy has no need now of the world's arms, advice or politics. No one who plays the Great Game has ever won.

UNWORLDLY PERFORMING FLEA

Spies should read comic fiction other than official reports

Wodehouse was no traitor. This is official — as if anybody still supposed that he was. The public records released today accuse him of vanity and folly, but acquit him of treason. They show the extraordinary lengths to which the government machine went to prevent his returning to England after the war. And, without their authors' meaning to, they illustrate the miasma of black propaganda as well as the gulf in comprehension between the administrative classes and the apolitical creator of a timeless fairyland.

At a time of national crisis, propaganda and its blind dupe, public opinion, hound those who are perceived to have escaped the danger. Auden, Benjamin Britten and H. W. Austin (who led the revival of English tennis) were pilloried for being in America when war broke out. Though Auden became an American citizen, Britten came home to compose *Peter Grimes* and "Bunny" Austin served in the American forces. The secret served in the American forces. The secret was recognised that such celebrities were more attractive symbols than politicians. So more attractive symbols than politicians. So Goebbels tried to tempt *The Blue Angel*, Marlene Dietrich back to the fatherland, and Thomas Mann's wartime broadcasts to the German people from America were a lifeline to reason for anybody still rational.

When Wodehouse was released in 1941, he foolishly agreed to make humorous broadcasts for an American company about the rigours of internment. Nobody who heard them, or who read *Wodehouse on Lord*, or who read *Wodehouse on Lord*, could have supposed that he was singing for the Nazis.

But the British propaganda machine was put to work to present him as a man who had served the enemy. However, even in 1941, Wodehouse was stoutly defended in the correspondence columns of *The Times*.

The contemporary documents show that officials and MIS did not believe that there was evidence to support charges of treason. Herbert Morrison, the Home Secretary, suggested they would be "too big a hammer for the cracking of his nut". But all wanted to avoid the populist clamour and exposure of their secret war if Wodehouse came home.

They failed to understand Wodehouse as completely as he failed to understand public opinion in Britain under the Blitz. His lack of interest in the ordinary world made him unable to grasp what went on in his first job at a bank. It got him into trouble with the Inland Revenue. And it led to his internment. The papers show that Wodehouse believed that the British Consul would telephone him if the Germans came too near to Le Touquet. Instead, German troops arrested him in his front garden.

That was a scene fit for the Master's pen, except for the bitterness it brought. The Wodehouse records are an argument for spies and politicians reading humorous fiction to balance official reports. But Wodehouse needs no official acquittal. He received that with his knighthood. And he received it unofficially when Jeeves and Bertie Wooster, Lord Emsworth and Psmith, entered that long gallery of living figures who make up the glory of English fiction.

Tax on waste as challenge to UK

From the Director of the Energy from Waste Association

Sir, Landfill tax — described as the first green tax — takes effect on October 1. From that date £7 per tonne will be charged on household waste sent to landfill sites, reflecting its potentially damaging effects on the environment.

Waste disposal ideas must be translated into realistic strategies which are environmentally friendly and affordable. A recent report from MEL Research ("Assessment of Solid Waste Arisings", no 9506/11) shows a total potential resource of 75 million tonnes a year, offering ample scope for more recycling and energy recovery.

In many areas suitable power stations must be built. They are needed, together with reduced waste and higher recycling rates, to meet EU targets and reduce greenhouse gas emissions. The Europeans have experience in designing waste-fired power stations that are well proven and economic.

If landfill costs do not rise sufficiently, taxation rates must be pushed up until the government target of recovering value from 40 per cent of municipal waste by 2005 (or even a higher target) is in sight.

Yours faithfully,
RAY PALIN, Director,
Energy from Waste Association,
92 Horseferry Road, SW1,
September 27.

Clarke's 'gaffe'

From Mr Gerald Frost

Sir, I am becoming deeply suspicious of a Chancellor of the Exchequer who, on tax and Europe (report, September 30; see also letters, same day), appears to be driven by the unusual ambition of wanting to lose his party the election.

As we have it on the Chancellor's own authority that any enemy of the Prime Minister's is an enemy of his, may we assume that he will shortly retire to a darkened room with a bottle of whisky and a loaded revolver?

Yours faithfully,
GERALD FROST,
Freedom Club, Pall Mall, SW1,
September 30.

From Mr Hammond Smith

Sir, So we have now arrived at a situation that when a politician (K. Clarke) actually speaks the truth (about taxes) he is condemned for making a "gaffe". What more do we need to reinforce the general public's cynicism of politics and politicians?

Yours faithfully,
HAMMOND SMITH,
31 Dukes Drive, Leicester,
September 30.

Radon and lung cancer

From Professor S. H. U. Bowie, FRS, FEng

Sir, The juxtaposition of your news reports of September 20 (earlier editions), "Daily dose of radiation 'beneficial'" and "Map shows spread of radon", should do much to dispel speculation about radon in dwelling houses causing lung cancer.

Research on mice and rats in the 1970s and 80s indicated that radiation doses "considerably larger than natural background given at low dose rates" could increase longevity (J. H. Fremlin, 1987). This finding is borne out by the studies in Japan referred to by the Vice-President of British Nuclear Fuel's US subsidiary.

The fact that Devon and Cornwall, known to have the lowest lung-cancer rates in the English counties, have the highest distribution of radon in the home demonstrates more clearly than any previously published evidence that there is no correlation between radon and lung cancer.

Yours faithfully,
S. H. U. BOWIE,
Tanyard Farm,
Clapton, Crewkerne, Somerset.

Rabies and quarantine

From Lady Fretwell

Sir, Mrs Angela Barkham (letter, September 27) asked how many animals have developed rabies whilst in quarantine over the past ten years.

Mrs Angela Browning, Parliamentary Secretary, Ministry of Agriculture, Fisheries and Food, in a Commons written reply on July 15 stated: "European bat lyssavirus 2 was isolated on July 6, 1996, from a bat found in Sussex. This is the only occasion in the last 25 years on which rabies has been confirmed by isolation of virus."

It is little wonder that the Danish diplomat was indignant about the death of his dog. This concern is shared by the 185,000 other pet owners whose dogs and cats have been subjected to six months' quarantine in the last 25 years, to no good purpose. Two thousand five hundred of them died, but not of rabies.

Yours faithfully,
MARY FRETWELL,
(Chairman), Passports for Pets,
20 Seymour Road, SW18,
September 27.

Business letters, page 31

Letters should carry a daytime telephone number. They may be faxed to 0171-782-5046.

LETTERS TO THE EDITOR

1 Pennington Street, London E1 9XN Telephone 0171-782 5000

Proposed change of law on 'stalking'

From Mr Darryl Bickler

Sir, The proposed legislation to facilitate convictions of so-called stalkers (report, September 26) seems to me dangerous for two main reasons: any new law will involve a diminution of our legal rights and will inevitably further the institutionalisation of women in the role of the weaker sex.

There is already considerable existing legislation on physical assault and damage to property. In addition there are laws forbidding the use of threatening or abusive words or behaviour by any means of communication with the intention to cause harassment, alarm or distress. The Home Office's proposed Bill on "stalking" will remove the need to prove that there is any such intention.

Such a widening of the law will be problematic in my view because it will rely on individual susceptibility to the attentions of the accused. When such common standards are lost we all suffer a loss of legal rights because innocence and guilt cannot readily be established objectively.

The proposals will require that the conduct of the accused must be reasonably likely to cause the distress alleged. However in an atmosphere where women are deemed automatically to be vulnerable victims, almost any form of conduct could be interpreted as harassment necessitating the intervention of the courts. Many codes of conduct at work now include unwanted looks and pulling faces as examples of unacceptable harassment. Even the court process is considered by some to be too traumatic to allow the accused to defend themselves.

It is worth remembering that fear of crime is disproportionate to reality. Being "stalker aware" can only exacerbate the debilitating "stranger danger" culture. It is ironic that many women's groups are advocating the theory that women are victims of men and therefore need particular protection from the law. Far from presenting women as equals, this will portray women as helpless in the face of men behaving badly.

Yours etc,
DARRYL BICKLER,
(Legal researcher),
Freedom and Law,
c/o PO Box 7,
64 Goodge Street, W1,
September 26.

Morality and tax

From Mr M. C. Kennedy

Sir, Economists who moralise about the national debt should revise their theory of public finance. When Mr M. C. Fitzgerald (letter, September 23) points out that net government debt works out at £16,000 per household he neglects to mention that it is owed entirely to ourselves.

Furthermore, it is much more likely to be rolled-over than paid back. The "burden" of the national debt may be equal to the amount spent on the NHS, but it is a transfer, not a loss of resources, the transfer being the interest paid by taxpayers to the owners of gilt-edged securities. The debt has been growing in size for some 300 years without presenting much of a problem so far.

When I am told that we should not "saddle" future generations with our debts I have to ask myself whether I would prefer that my parents' genera-

From Mr T. J. B. Pallister

Sir, Lord Donaldson (letter, September 20) refers to the problem of definition for a specific offence of stalking. The Victorian draftsman of the Conspiracy, and Protection of Property Act (1875) did not provide too bad a starting point. I quote Section 7 in part:

Every person who, with a view to compel any other person to abstain from doing or to do any act which such other person has a legal right to do or abstain from doing, wrongfully and without legal authority,

1. Uses violence to or intimidates such other person or his wife or children, or injures his property; or

2. Persistently follows such other person about from place to place; or

3. Watches or besets the house or other place where such other person resides, or works, or carries on business or happens to be, or the approach to such house or place shall be subject to fine or imprisonment on conviction.

Yours faithfully,
T. J. B. PALLISTER,
The Old Vicarage,
Tunstead, Norwich, Norfolk,
September 20.

From Mr Stanley Best

Sir, I suggest that the following form of words could be incorporated in a short Act of Parliament and that they might well serve not only to catch stalkers but others who make a nuisance of themselves, eg by frequent unwanted telephone calls. My suggested wording is:

It shall be an offence for any person persistently to press his or her attentions upon another in circumstances where he/she knows or ought reasonably to anticipate that his/her words and/or conduct are or is unwelcome to that other person or may be so and may cause to that other person vexation, anxiety or distress.

The above form avoids the complexity which an attempt to define stalking more precisely would involve. It is unlikely that the Crown Prosecution Service would take to trial any other than serious cases. I do not think that any judge or jury would have any difficulty in applying the wording.

Yours faithfully,
STANLEY BEST,
Bracken Chambers,
Temple, EC4,
September 26.

tion had not used debt-finance to pay for two world wars — or whether lower deficits in the last two decades would not have meant even higher unemployment than we actually experienced. The best rule for the public finances is to consider all their consequences and to make a judgment.

Cutting the budget deficit might reduce inflation, but it would also lower national output, reduce profits, increase poverty, add to the crime rate and lengthen the dole queue. A tax cut which raised the deficit would have opposite effects, and might be welcomed by future generations for having put their parents back to work.

There is a lot more to moralise about than the size of the national debt.

Yours etc,
M. C. KENNEDY,
University of Manchester,
School of Economic Studies,
Manchester M13 9PL,
September 23.

Childbirth and the law

From Professor Emeritus Geoffrey Chamberlain

Sir, I was saddened to read Margaret Jowitt's letter (September 25). After 40 years of working alongside midwives, both in the workplace and politically, I find it perplexing to see attitudes expressed which do little to facilitate the combined work of these two groups of professionals.

The Department of Health document *Changing Childbirth*, mentioned in the letter, has mostly been accepted by obstetricians and midwives. The judgments of obstetricians are acceptable to women and Caesarean section is not used indiscriminately. Many obstetricians do not like the

recent High Court ruling on Caesarean sections in principle but the doctors dealing with those individual women were doing their best for them and the babies they were looking after.

Obstetricians and midwives, working with a healthier group of women, have seen the rates of death of mothers and babies greatly reduced. One of the best measures of a contribution by professionals has been the lowering of foetal deaths in labour. This is a time when the professionals' alertness is most acute and actions can be taken to save the lives of babies.

Yours faithfully,
GEOFFREY CHAMBERLAIN,
Singleton Hospital,
Sketty, Swansea SA2 8QA.

Lady Lavery

From Mr Brendan Barrington

Sir, Eoghan Harris's salutary reminder (report, September 23) that Michael Collins became romantically involved with London society hostess, Lady Lavery, while negotiating the Anglo-Irish treaty appears to have created some confusion as to Lady Lavery's nationality.

Hazel Lavery, née Martyn, was born in Chicago and lived in the US until her late twenties, when she married the painter, John Lavery, and moved into his London home. Far from becoming an "Englishwoman", as your reporter states, she relished the social freedom then available to Americans in London society and played up her Irishness — she had distant Irish ancestors and her husband was from Belfast.

As Sínead McCool shows in her new biography, *Hazel: A Life of Lady Lavery (1880-1935)*, published by The Lilliput Press, Lady Lavery's support for some form of Irish independence did not always endear her to the British political establishment. Nevertheless, her salon became a meeting-place for British and Irish delegates to the 1921 treaty negotiations.

It was there that Lady Lavery met Michael Collins, and — beyond their much-discussed romantic involvement — entertained him at the same table with figures such as Churchill, Londonderry and Birkenhead, helping to create the atmosphere of mutual respect and, indeed, admiration without which Collins might never have shed the "terrorist" tag. McCool also shows that hours before Collins went to Downing Street to affirm his support for the treaty, he was at the Laverys' being urged by John and Hazel to do just that.

Incidentally, the caption under the painting of Michael Collins that accompanied the article should have credited the portrait to John Lavery. This and numerous other works by John Lavery (as well as a couple by Hazel) are currently on display in an exhibition at the Hugh Lane Municipal Gallery of Modern Art in Dublin, entitled *Hazel, Lady Lavery: Society and Politics*, through November 3.

Yours faithfully,
BRENDAN BARRINGTON
(Assistant Editor),
The Lilliput Press,
4 Rosemount Terrace,
Arbour Hill, Dublin 7,
September 24.

Time to reunite Turner bequest

From Dr Selby Whittingham

Sir, Might not the rationalisation of the collections of the National Gallery and Tate Gallery (report, September 20) be extended by reunifying the Turner bequest, which continues to be divided between two galleries?

The shutting of Turners back and forth between the two galleries has been suggested. That has quite rightly not been carried out, as it would create just the confusion which the Director of the National Gallery wishes to avoid — according to his quoted remark that it is "very important that the collections of this country are where the public expect them to be".

It would also not achieve what was Turner's evident aim, and the aim of anyone organising a retrospective one-man show, whether temporary or permanent, of showing works side by side and not a mile apart.

If works by Monet continue to be divided between the two galleries, that is now on a clear chronological basis, whereas the abstracting of key Turners by the National Gallery from the rest of Turner's bequest is a form of cherry-picking which Ruskin said was just what Turner abhorred. Unlike the Monets, the Turners were bequeathed by the artist to be a "gallery".

According to the recently written opinion by a QC the conditions of Turner's gift have never been fulfilled and the nation is therefore, even now, liable to forfeit it. It would be a pity if that happened as a result of the two galleries and others continuing to turn a blind eye to the facts.

Yours faithfully,
SELBY WHITTINGHAM
(Joint Editor, J. M. W. Turner, RA),
Turner House,
153 Cromwell Road, SW5,
September 20.

Ashdown's patriotism

From Earl Russell

Sir, I am sorry to see Sir James Spicer, MP (letter, September 27), casting doubts on Paddy Ashdown's claim to patriotism. Ever since the word patriot came into use in the 17th century, it has tended to be the property of critics of the prevailing government. In the 17th century, the word was normally applied to those who disliked the government because they loved their country.

It is that tradition which Paddy Ashdown is claiming and it is a proud one.

Yours sincerely,
RUSSELL
(Liberal Democrat Social Security Spokesperson),
House of Lords,
September 27.

'Burdened' teenagers

From Mrs Sheila Matthews

Sir, I was angered on reading Dr Sturtford's Medical Briefing, written alongside your coverage of the errant Roman Catholic bishop, "Burdened teenager may suffer for sins of father" (September 21).

So broadly to imply that children growing up in the absence of fathers may "develop anti-social characteristics", find it hard "to establish good future relationships" and never "mature completely" is condescending and hurtful. And what, I wonder, is "normal development"?

Any youngster reading such a patronising piece would be justified in feeling highly insulted.

Yours faithfully,
SHEILA MATTHEWS,
90 Wood Close, Windsor, Berkshire,
September 23.

From Mr B. A. Watson

Sir, For legal reasons the names of those accused of causing the death of Mr Philip Lawrence cannot be published (reports, September 25, 26). Conversely, the identity of the son of Bishop Roderick Wright has been widely publicised.

I accept that the announcement of the identity of the father of her son was made by the boy's mother and that the disclosure was not the result of a media intrusion.

Were those being tried for Mr Lawrence's killing a few years older their names would be public knowledge — but because of their youth they are "protected". If legal protection is provided in the case of youths accused of a criminal offence, should not the same be provided for young innocents?

Yours faithfully,
B. A. WATSON,
The Homestead, Raskelf Road,
Easingwold, North Yorkshire,
September 27.

Animal insights

From Mrs Dorothy Bailey

Sir, I agree with Mr John Burton's observations that a dog's "psychic" achievements may be the result of picking up clues from its owner (letter, September 24).

When we tidy up the top of our coffee table our dog immediately goes to the window to see who is coming.

Yours sincerely,
DOROTHY BAILEY,
7 Borrowdale,
Wickham, Newcastle upon Tyne,
September 29.

OBITUARIES

SHUSAKO ENDO

Shusako Endo, Japanese novelist, died on September 29 aged 73. He was born on March 27, 1923.

A Japanese who converted to Roman Catholicism, Shusako Endo was a curious hybrid. But the tension between his nationality and his faith informed his work. As one of a tiny minority — there are less than half a million Catholics in Japan — he grew up an outsider in his own nation and this cultural distance was to prove one of his greatest strengths as a writer. From a remote he was able more incisively to explore the conflicts between Christian monotheism and Japanese Buddhism, between faith and faithlessness, between the modern materialistic world and traditional beliefs and cultural values.

Though his work is in many ways quintessentially Japanese — spare, elegant and both symbolic and poetically descriptive — in novels such as *Scandal* (1988) or *Deep River* (1995) he took disorientated orientals as his subject. Nor was he unafraid of tackling occidental themes. In *The Sea and the Poison* (1958) — the novel which firmly established his reputation in Japan — he approached the concept of guilt. Much has been made of the fact that the Japanese have a notion of shame, but his language has no single word to denote guilt. In *The Sea and the Poison*, Endo examines the moral atmosphere in which, during the war, Japanese doctors practised vivisection on American airmen, and asks questions about responsibility and guilt.

Predictably, Endo was often compared to Graham Greene — his admirer and correspondent. Like Greene, he took a pronounced moral stance and often, too, seemed to share a profound sense of Catholic pessimism in confronting man's bleak search for salvation through God. Endo, again like Greene, occasionally

found himself on the wrong side of the Church. His finest novel *Silence* (1966) — often compared with *The Power and the Glory* — is based on the historical figure of the Portuguese Jesuit, Ferreira, who apostatised under torture. It is still banned in some Japanese Catholic schools. But this novel sold more than a million copies in Japan before its translation into English a decade later and did more than anything to establish Endo as one of his country's leading novelists. He went on to confirm his international reputation and his work was translated into more than 25 languages.

Many considered him a contender for the 1994 Nobel Prize. It was, in the end, awarded to his compatriot Kenzaburo Oe. But Endo was characteristically modest. There were several Japanese writers greater than he, he said, it was just that there were no translators artful enough to capture the essence of their work.

Typically self-deprecating, Endo saw himself as the common man in Japanese folklore — lazy, curious, loud-mouthed and full of earthy scepticism. "I see no point in being a workaholic," he once said. "Art grows when there is laziness." Nonetheless, despite protracted illness, he continued to write prolifically until the end of his life.

Shusako Paul Endo was born in Tokyo in the middle of the devastating earthquake of 1923, but he was brought up in Dalian, an imperial enclave of Japan on the Manchurian mainland where his father worked in a bank. His parents' marriage, however, was not a harmonious one. Its harrowing disintegration was to affect Endo deeply and memories of it echoed through later short stories. When it ended eventually in divorce, Endo and his mother returned to Japan where they were found lodging with a Roman Catholic aunt.

It was under this aunt's influence that Endo's mother, at a time of hardship,

turned to the Roman Catholic faith for solace. Endo too, at the age of 11, was baptised into the same faith, though he did not seriously consider or believe in its precepts, until he was much older.

At first he intended to study medicine and was briefly a student at Waseda University. Medical practices were to become a key metaphor in his work. But he soon abandoned his plans to become a doctor and won a place at Keio University instead to read French literature.

As a believer in a foreign faith, Endo felt ostracised as a student, always suspect and subjected to stringent checks. He also felt a deep loathing for his country's militaristic tendencies — the politics of Japan at that time, he said, made it impossible for him to love his country — and he often agonised over whether he could bring himself to fight for Japan. His military service at the end of the Second World War was, thankfully for him, brief.

In the postwar world he rejoiced for the first time in freedom of speech and conscience, though he believed that his country had lost something vital at the same time — the ancestor-based family system which had underpinned social ethics. In the void, he said, people turned not to spiritual but to material things.

In 1950 Endo became one of the first Japanese students to be awarded a French government scholarship. He travelled to Lyons where he studied the work of the modern French Catholic writers: Georges Bernanos, Julien Green and François Mauriac. "Optimistically I began to believe I had taken the first steps towards acquiring an understanding of Europe," he wrote in his introduction to *Foreign Studies*. "And yet, in about the middle of my second year I learnt that towering beyond the hill I had scaled lay an enormous mountain." Confronted with the richness of the occidental cultural heritage he sensed, as he put it, "a certain unadaptable distance".

Yet he remained convinced that communication was possible between the two cultures and later he was to take upon himself the duty of trying to make Christianity comprehensible to the Eastern mind. He even wrote *A Life of Jesus* in an attempt to show that the Christian tradition was not quite as alien as the Japanese might have assumed. "Christianity tries to communicate with Buddhism and vice versa and that is why I feel confident that we can reach each other."

After four years in France, Endo returned to Japan and in 1954 won the Akutagawa Prize for his first novel *The White Man*. The controversial *The Sea and the Poison* followed three years later and then *Volcano*, a novel whose protagonist is an unfrocked Catholic priest.

The publication of *When I Whistle* marked a shift in his stance from the solemn almost dark outlook of his earlier novels to a more balanced play of light and shadow. Wryly comic, it is based on the three years which he spent confined to a hospital bed. Endo was beset by ill health throughout his life and underwent a number of operations including the removal of one of his lungs.

His illness, however, never prevented him from writing and he published more than 20 works all written — paradoxically for a member of a nation which spawned the electronic age — longhand and in pencil.

He was also well known in his country for his lively newspaper columns and had a popular following as a deflating and self-effacing show. He was also the host of a television show.

Endo did much for the artistic climate of his Japan. He was president of the Japanese branch of PEN and ran his own amateur theatrical group, Giza. He also devoted much of his time to voluntary work for various hospital charities.

He is survived by his wife Junko and their son.



REAR-ADMIRAL IAN McLAUGHLIN

Rear-Admiral Ian McLaughlin, CB, DSC and Bar, Admiral Commanding Reserves, 1970-72, died on September 18 aged 77. He was born on May 2, 1919.

AWARDED two DSCs and four times mentioned in dispatches in two major wars, Ian McLaughlin had an adventurous career in destroyers. He was sunk twice, first during the disastrous Dieppe raid, and the second time on a Murmansk convoy. He was to go on to fight in the Korean War, during which the Royal Navy was active in bombarding shore installations, and was later in the thick of the naval action at Suez.

Educated at St Paul's School, Ian David McLaughlin joined the Royal Navy in 1937 and after a brief tour in the anti-aircraft cruiser *Cairo* early in the war, he was appointed to the Hunt class destroyer *Berkeley*. She was one of the 39 destroyers that helped to create the "miracle of Dunkirk", from where, during May and early June 1940 under heavy air attacks, 338,226 Allied soldiers were rescued and brought to British ports. Subsequently, the col-



McLaughlin (with dog) on the bridge of the frigate *Flint Castle*

lapse of French resistance required speedy action to be taken to evacuate further personnel (90,000 more British, French, Polish, Czech and Belgian troops were evacuated from Normandy and Bordeaux) and useful shipping from all the ports between the Gironde and Spain. *Berkeley*

distributed senior naval officers to these ports and eventually in mid-June found herself up the Gironde at Bordeaux acting as a wireless link to the Admiralty.

Here the First Lord and the First Sea Lord were unsuccessfully trying to persuade Admiral Darlan to move the whole

French fleet out of enemy reach. *Berkeley* left Bordeaux as late as June 19 with the British Embassy and consular staffs, as well as Polish and Czech troops, on board. *Berkeley* was subsequently on convoy escort in the Channel and North Sea and McLaughlin was awarded his first DSC.

In August 1942 she formed part of the escort for the ill-fated assault on Dieppe. Escorted destroyers approached as close as possible to the beach in support; several were damaged and *Berkeley* was sunk by aircraft. McLaughlin had a distinct recollection of a shell grazing his cheek.

After a recuperative period on the staff of the training school *King Alfred* at Lancing, McLaughlin was appointed to the destroyer *Hardy* and took part in the notorious Arctic convoys to Murmansk. In January 1944, Convoy JW56 with 20 merchantmen and 11 escorts had to put into Akureyi, Iceland, to avoid a violent storm.

Reported by agents, they then ran into a wolf pack of ten U-boats off Bear Island; in a fierce battle three ships were sunk. Russian destroyers reinforced the escort, but *Hardy* was so badly damaged by an acoustic torpedo from UZ78 that she sank and her crew had to be rescued by the *Venus*. The return voyage saw a powerful group of 37 merchantmen and 23 escorts evading nine U-boats and getting home safely.

Transferred as second-in-command to the fast minelayer *Apollo*, McLaughlin took part in minelaying operations designed to protect the Normandy landings. On D-Day plus one, his ship transported General Eisenhower and Admiral Ramsay to inspect the beaches. On May 13, 1945, *Apollo* escorted the cruiser *Devonshire* which carried Crown Prince Olav of Norway back to Oslo. Hodgkinson's war ended with him as second-in-command of the destroyer *Chevron*.

The frigate *Flint Castle* in home waters was the first of his numerous commands. In 1950 he was in the Far East in command of the destroyer *Concord* at the start of what is too often forgotten as a major British naval war — the Korean War. The British were responsible for all naval operations on the west side of the peninsula. *Concord* executed many shore bombardments and, in November 1950, assisted the evacuation of the American 8th Army from Chinnampo in the face of the massive Chinese counter-attack over the 38th parallel

which nearly pushed UN forces into the sea. McLaughlin was awarded his second DSC for these operations.

Promoted commander in 1951, he attended the US Armed Forces Staff College before being given two further happy and successful destroyer commands — *Chieftain* and *Chevron*. These were mostly in the Mediterranean. A contemporary remarked that McLaughlin was one of the best ship-handlers he had ever seen; Malta was always the Mediterranean Fleet showcase and McLaughlin's stylish charge backwards up Silema Creek to a berth between head-and-stern buoys was always worth watching.

In *Chevron* he was awarded his fourth mention in dispatches for his actions in November 1956 in support of the British and French attempt to re-establish control over the Suez Canal after President Nasser's unilateral takeover. At Port Said some blockships prevented access to the chosen landing points for tanks and commandos; it was *Chevron* which organised minesweepers and a safe passage to the nearest alternative fishing port.

After promotion to captain, his subsequent appointments included a job in the Plans Division of the Admiralty and two further sea commands, the Second Frigate Squadron and the guided missile destroyer *Hampshire*. In 1967 he was again in the Far East as the Chief of Staff to the Commander Far East Fleet where, amid the other operational matters, he organised the run-down and handover of the Singapore dockyard to their Government.

Widely noted for his equable and unflappable temperament, particularly when under stress at sea, McLaughlin was also seen by some as "quite a hard man, critical, a man who understood clearly what he wanted from others, a most able Chief of Staff".

He was appointed CB in 1970 and his final tour was as Admiral Commanding Reserves and Director of Naval Recruiting. Retiring with a disability pension, he interested himself in local affairs in East Sussex. He leaves his widow Charity, and two daughters.

WILLIAM CLIFFORD

William Clifford, CB, CBE, former solicitor to the Department of Health and Social Security, died on September 3 aged 87. He was born on July 30, 1909.

WILL CLIFFORD was one of those civil servants brought into the new Ministry of National Insurance after the Second World War to lay the foundations of the welfare state.

As a young senior legal assistant he became deeply involved in preparing for what became known in Whitehall as the "Appointed Day" — July 5, 1948. This saw the introduction of not only the National Health Service (NHS) but a network of universal benefits.

Clifford cut his teeth as a Whitehall lawyer on some of the complicated legislation then required to transfer to the new system those already receiving benefits under the old Workmen's Compensation Act. Endowed with a good legal brain, Clifford was to become a leading draftsman in social security as successive governments introduced subordinate legislation, almost annually, during the next quarter of a century.

His reward came in 1968 when he won the job of solicitor to the newly enlarged DHSS, in charge of up to 80 Civil Service lawyers, until his retirement in 1974 aged 65.

Yet for all his expertise as a drafting lawyer, Will Clifford had first aspired to become a diplomat.

William Henry Morton Clifford was born at Campbelltown, Argyleshire, the son of a successful Glasgow architect, and retained a lifelong pride in his Scots background. He later discovered while researching his family, however, that his forebears had originated in Co Wexford — while Will Clifford himself was to spend most of his life in England.

From prep school in Littlehampton, he won a scholarship to Tonbridge School, then a bursary to Corpus Christi, Cambridge. He read classics for the first two years, switched to modern languages for a further two, and rowed for his college. Clifford abandoned his

plans to enter the Foreign Office when his mother, his last close relative at that time, fell fatally ill. Reluctant to risk being sent abroad while she was dying, he turned to the law and was admitted as a solicitor in 1936.

Political insecurity at home and abroad in the 1930s persuaded him to join the Civil Service rather than enter private practice and he worked in the legal department of the General Post Office (GPO) until the war.

Joining the Army in the ranks, Clifford then served in a searchlight battery before being commissioned and transferred to military intelligence. In 1944 he was moved to a staff job on the Army Council secretariat in the War Office and had reached the rank of major before being demobilised.

Clifford returned only briefly to the GPO. The head of its legal department pointed out to him that because of his comparatively late start and wartime service, there was a queue of younger men who were now senior to him. That was in the days when they waited their turn for promotion.

Recognising Clifford's ability, his departmental head recommended him for the Ministry of National Insurance in the hope that he would have a chance to shine in a new department.

On retiring from Whitehall, Clifford became legal consultant at the Civil Service College and lectured there on a part-time basis for the next five years.

He was not only well-respected but well-liked. Despite his size (he was over six foot four), he was by nature a shy, private man who enjoyed company but was happy to let others do the talking. His outside interests included sailing, genealogy and music — especially opera. He frequently attended Glyndebourne during the season and made regular pilgrimages to the Wedford festival.

He met his wife Katharine through her brother, a friend at Cambridge. She died last year, however, a year before what would have been their diamond wedding, and Will Clifford is survived by their two daughters and a son.

GIFTS

A BOUTIQUE Magazine, Original, 1st Superbly Illustrated, 1996, £9.95. Tel: 0171 726 2626.

ON an original newspaper, the very first day after the war, £19.95. Tel: 0171 726 2626.

FLATSHARE

BATHING lovely double room in spacious garden flat close to station, £250 p.w. Tel: 0181 7670848 Home 0171 2231318.

CHURCH SW3 Single room in 2nd floor flat, £250 p.w. Tel: 0171 726 2626.

FLATSHARE London's Finest (Tel: 0171 726 2626).

FLATSHARE London's Finest (Tel: 0171 726 2626).

FLATSHARE London's Finest (Tel: 0171 726 2626).

FLATSHARE London's Finest (Tel: 0171 726 2626).

FLATSHARE London's Finest (Tel: 0171 726 2626).

FLATSHARE London's Finest (Tel: 0171 726 2626).

FLATSHARE London's Finest (Tel: 0171 726 2626).

FLATSHARE London's Finest (Tel: 0171 726 2626).

FLATSHARE London's Finest (Tel: 0171 726 2626).

FLATSHARE London's Finest (Tel: 0171 726 2626).

FLATSHARE London's Finest (Tel: 0171 726 2626).

FLATSHARE London's Finest (Tel: 0171 726 2626).

FLATSHARE London's Finest (Tel: 0171 726 2626).

FLATSHARE London's Finest (Tel: 0171 726 2626).

FLATSHARE London's Finest (Tel: 0171 726 2626).

FLATSHARE London's Finest (Tel: 0171 726 2626).

FLATSHARE London's Finest (Tel: 0171 726 2626).

FLATSHARE London's Finest (Tel: 0171 726 2626).

FLATSHARE London's Finest (Tel: 0171 726 2626).

FLATSHARE London's Finest (Tel: 0171 726 2626).

FLATSHARE London's Finest (Tel: 0171 726 2626).

FLATSHARE London's Finest (Tel: 0171 726 2626).

FLATSHARE London's Finest (Tel: 0171 726 2626).

FLATSHARE London's Finest (Tel: 0171 726 2626).

FLATSHARE London's Finest (Tel: 0171 726 2626).

FLATSHARE London's Finest (Tel: 0171 726 2626).

FLATSHARE London's Finest (Tel: 0171 726 2626).

FLATSHARE London's Finest (Tel: 0171 726 2626).

FLATSHARE London's Finest (Tel: 0171 726 2626).

FLATSHARE London's Finest (Tel: 0171 726 2626).

FLIGHTS DIRECTORY

GERMANY Daily low cost flights and hotel accommodations. AITA 0171 726 2626.

FLIGHTS DIRECTORY (Tel: 0171 726 2626).

FLIGHTS DIRECTORY (Tel: 0171 726 2626).

FLIGHTS DIRECTORY (Tel: 0171 726 2626).

FLIGHTS DIRECTORY (Tel: 0171 726 2626).

FLIGHTS DIRECTORY (Tel: 0171 726 2626).

FLIGHTS DIRECTORY (Tel: 0171 726 2626).

FLIGHTS DIRECTORY (Tel: 0171 726 2626).

FLIGHTS DIRECTORY (Tel: 0171 726 2626).

FLIGHTS DIRECTORY (Tel: 0171 726 2626).

FLIGHTS DIRECTORY (Tel: 0171 726 2626).

FLIGHTS DIRECTORY (Tel: 0171 726 2626).

FLIGHTS DIRECTORY (Tel: 0171 726 2626).

FLIGHTS DIRECTORY (Tel: 0171 726 2626).

FLIGHTS DIRECTORY (Tel: 0171 726 2626).

FLIGHTS DIRECTORY (Tel: 0171 726 2626).

FLIGHTS DIRECTORY (Tel: 0171 726 2626).

FLIGHTS DIRECTORY (Tel: 0171 726 2626).

FLIGHTS DIRECTORY (Tel: 0171 726 2626).

FLIGHTS DIRECTORY (Tel: 0171 726 2626).

FLIGHTS DIRECTORY (Tel: 0171 726 2626).

FLIGHTS DIRECTORY (Tel: 0171 726 2626).

FLIGHTS DIRECTORY (Tel: 0171 726 2626).

FLIGHTS DIRECTORY (Tel: 0171 726 2626).

FLIGHTS DIRECTORY (Tel: 0171 726 2626).

FLIGHTS DIRECTORY (Tel: 0171 726 2626).

FLIGHTS DIRECTORY (Tel: 0171 726 2626).

FLIGHTS DIRECTORY (Tel: 0171 726 2626).

FLIGHTS DIRECTORY (Tel: 0171 726 2626).

FLIGHTS DIRECTORY (Tel: 0171 726 2626).

FLIGHTS DIRECTORY (Tel: 0171 726 2626).

FLIGHTS DIRECTORY (Tel: 0171 726 2626).

FLIGHTS DIRECTORY (Tel: 0171 726 2626).

FLIGHTS DIRECTORY (Tel: 0171 726 2626).

FLIGHTS DIRECTORY (Tel: 0171 726 2626).

FLIGHTS DIRECTORY (Tel: 0171 726 2626).

FLIGHTS DIRECTORY (Tel: 0171 726 2626).

FLIGHTS DIRECTORY (Tel: 0171 726 2626).

FLIGHTS DIRECTORY (Tel: 0171 726 2626).

FLIGHTSEATS

FLIGHTSEATS (Tel: 0171 726 2626).

FLIGHTSEATS (Tel: 0171 726 2626).

FLIGHTSEATS (Tel: 0171 726 2626).

FLIGHTSEATS (Tel: 0171 726 2626).

FLIGHTSEATS (Tel: 0171 726 2626).

FLIGHTSEATS (Tel: 0171 726 2626).

FLIGHTSEATS (Tel: 0171 726 2626).

FLIGHTSEATS (Tel: 0171 726 2626).

FLIGHTSEATS (Tel: 0171 726 2626).

FLIGHTSEATS (Tel: 0171 726 2626).

FLIGHTSEATS (Tel: 0171 726 2626).

FLIGHTSEATS (Tel: 0171 726 2626).

FLIGHTSEATS (Tel: 0171 726 2626).

FLIGHTSEATS (Tel: 0171 726 2626).

FLIGHTSEATS (Tel: 0171 726 2626).

FLIGHTSEATS (Tel: 0171 726 2626).

FLIGHTSEATS (Tel: 0171 726 2626).

FLIGHTSEATS (Tel: 0171 726 2626).

FLIGHTSEATS (Tel: 0171 726 2626).

FLIGHTSEATS (Tel: 0171 726 2626).

FLIGHTSEATS (Tel: 0171 726 2626).

FLIGHTSEATS (Tel: 0171 726 2626).

FLIGHTSEATS (Tel: 0171 726 2626).

FLIGHTSEATS (Tel: 0171 726 2626).

FLIGHTSEATS (Tel: 0171 726 2626).

FLIGHTSEATS (Tel: 0171 726 2626).

FLIGHTSEATS (Tel: 0171 726 2626).

FLIGHTSEATS (Tel: 0171 726 2626).

FLIGHTSEATS (Tel: 0171 726 2626).

FLIGHTSEATS (Tel: 0171 726 2626).

FLIGHTSEATS (Tel: 0171 726 2626).

FLIGHTSEATS (Tel: 0171 726 2626).

FLIGHTSEATS (Tel: 0171 726 2626).

FLIGHTSEATS (Tel: 0171 726 2626).

FLIGHTSEATS (Tel: 0171 726 2626).

FLIGHTSEATS (Tel: 0171 726 2626).

FLIGHTSEATS (Tel: 0171 726 2626).

FLIGHTSEATS (Tel: 0171 726 2626).

FLIGHTSEATS (Tel: 0171 726 2626).

LEGAL NOTICES

LEGAL NOTICES (Tel: 0171 726 2626).

FRANCHISING

FOCUS

Franchising can provide you with a safe business — if you're careful. David Churchill introduces a three-page report

Business boom in franchise sector

Britain's franchising business appears to be one of the most buoyant small business sectors of the mid-1990s, with the latest figures from the British Franchise Association (BFA) showing sales through recognised franchise operations at £5.9 billion last year, an increase of just more than 7 per cent on 1994.

Nine out of ten franchisees covered by the survey report that they were trading profitably last year, compared to 70 per cent in 1991 at the onset of recession. The proportion reporting losses has fallen from 14 per cent to 4 per cent over the same period.

With a franchise failure rate estimated at one in every 20, the franchising route offers greater security for those willing to invest their redundancy cheques, life savings or inheritances. This is in contrast to figures suggesting that at least one in every four new business

start-ups in general fails in its first year, with up to 70 per cent going bust within their first five years.

Enthusiasm for franchising is expected to be shown at this week's annual National Franchise Exhibition at the National Exhibition Centre in Birmingham (from Friday, October 4 to Sunday, October 6), which is likely to attract a record number of visitors, with 30 per cent more exhibitors attending than last year.

"Anyone who is thinking about becoming a franchisee — or business people researching franchising as a way of expanding their own companies — can find out everything they need to know, taking advantage of all the free advice that is available during the show from bankers, lawyers, consultants and accountants," says Steve Thomas, the exhibition's event director.

But would-be franchisees (the people who buy and



Franchisors showing their wares to franchisees at the annual National Franchise Exhibition at the National Exhibition Centre in Birmingham

operate the franchise) and franchisors (the companies who develop and own the system) should beware some of the hype. While the franchise sector has a number of substantial and well-run franchise operations, such as McDonald's, Dyno-Rod and Franchising among many others, there is another more worrying side to the business.

According to CAMC, the

Oxford-based consultants, this consists of an "unwholesome concoction of cowboy outfits, lookalike versions of better-known and run enterprises, weak conceptions bolstered by over-optimism and grand claims, together with born-again failures rising from the ashes of previous failures."

Becoming a franchisee, therefore, is not a guaranteed route to financial security and

individual success. Taking on a franchise with one of the more reputable and well-established franchise operations, and raising finance through a bank or other institution, reduces the potential risk. But it is by no means a guarantee of success.

A new report into franchising, published last week by the City University's Business School, also highlights some of

the problems facing the sector. Professor Christina Fulop, the report's author, says there are concerns about the quality of people recruited by companies to operate as franchisees.

"More stringent initial recruitment by franchisors is essential to minimise turnover of franchisees and to reduce legal disputes and the many other sources of friction," she says. While some measures

have already been taken, she says, "such rigour needs to be maintained, even if the marketplace appears more buoyant."

Professor Fulop has also identified a new problem among well-established and successful franchisees. "Those franchisees whose lifestyle expectations have been fulfilled suffer from diminished drive, ambition and entrepreneur-

ship and can be a drain on all the franchisees in the network," she says. "Since this group is likely to become more widespread as the franchise network matures, maintaining the enthusiasm of franchisees may soon become the most difficult part of the operation."

Yet franchising remains an important part of the economy. Mr Thomas says that franchising is now bigger than the whole of the energy sector, including water, gas and utilities, and is almost as big as the Armed Forces.

The BFA figures, produced jointly with NatWest Bank, show that more than 222,000 people are directly employed in franchising and another 25,000 estimated as having indirect employment as a result.

London and the South East continue to be the main focus of franchise activity, followed by the West Midlands, South West and North West. Just over a fifth of franchisees operate in other parts of Europe.

There seems little doubt that the franchise format is here to stay, indicated by the same proportion of franchisee renewal contracts — two thirds — in 1995 as in 1991, in spite of the unfavourable economic climate in between.

● The National Franchise Exhibition information line: 01203 434601.
● Overview of the Franchise Marketplace 1990-1995 by Professor Christina Fulop, price £25, is available from Sarah Finch, City University Business School, Froisher Crescent, Barlham Centre, London EC2V 8HB (0171-477 8604).

Molly Maid cleans up

Sales are high for a franchise with a fresh approach to housework



Pam Bader, chief of Molly Maid and of the BFA

The Molly Maid domestic cleaning company began operating in the UK in 1985 and now has franchises covering 40 areas, with total sales approaching £3 million a year.

The company started in Canada in 1979 and it introduced a new concept in home cleaning to Britain, where many householders relied on the services of a traditional, British "charlady" who popped in for a couple of hours to vacuum, dust the shelves, clean up the kitchen and charged at an hourly rate.

Homeowners were not used to Molly Maid's professional service, which is provided by a team of two uniformed staff, turning up in a liveried car, having given a written estimate of the cost of a house clean.

Pam Bader, Molly Maid's chief executive, concedes that the company had to overcome the charlady image to succeed. "It was difficult for our first franchisees because they were charging for the job per house and not on an hourly rate. The public has taken a while to get used to the idea of profession-

alism in a domestic cleaning service."

Ms Bader, who is also chairwoman of the British Franchise Association, adds that demand has increased rapidly, largely because more British women are working and have less time for housework, and because the disposable income of many families is rising. The domestic cleaning market in the UK is now estimated to be worth about £1.9 billion a year.

Molly Maid, which also operates in America and Japan, has 32 franchises covering 40 areas in England and Scotland, with six more being launched this year. The firm, based in Windsor, Berkshire, has a business agreement with Ford for the supply of vehicles.

It costs £7,500 to set up a franchise lasting ten years — about half is the franchise fee and the remainder is used to start up and buy equipment and materials. Franchisees pay an annual royalty of 8 per cent of their turnover, plus 2 per cent towards the cost of advertising.

They use the firm's business systems, which are accredited to the quality standard ISO9002, and receive on-going training in accounts, VAT registration, site and area selection, employment law, marketing and sales. They also get help and advice from field support staff.

Ms Bader has been with Molly Maid for ten years. She is reluctant to estimate the average charge for cleaning a house, saying each job and each home is different and the cost varies accordingly. But each team of two cleaning staff is capable of cleaning five or six homes a day.

She says the people recruited to run the franchises have business acumen and want to succeed. "They are high achievers," Molly Maid's sales are up 23 per cent over the past year and Ms Bader says that the firm wants to expand its number of franchises in order to maintain its market dominance in the UK domestic cleaning industry.

CRAIG SETON

Phone lines are open 9am-5pm Monday-Friday and 10am-2pm Saturday, excluding Bank Holidays. Midland Bank plc is an affiliate member of the British Franchise Association. John and Louise are fictional characters but their story is based on real Midland customers.



Meet John and Louise.

John and Louise are reading a booklet that explains how to go about choosing a franchise.

John and Louise would like to run their own business, but are worried by the risks involved. That's why they're extremely keen on the idea of buying a franchise. So they asked for Midland's information pack, "Helping you choose a franchise," which they've finished reading from cover to cover. It's helped John and Louise to understand the opportunities and risks involved, and they've also learned how to finance the whole process. "Nothing's changed, I mean, we're still extremely keen — just better informed" — Louise.

They called 0800 180 180 for an information pack.



For an information pack, complete and return the coupon to: Midland Customer Information Service, Midland Bank plc, P.O. Box 757, Hemel Hempstead HP2 4SS.

Mr/Ms/Ms/Other Full Name
Address
Town County
Postcode Telephone

Do you have a Midland Personal Account? ☐ Yes ☐ No. Are you happy to receive information from Midland in the future? ☐ Yes ☐ No.

Get on the fast track with a Red Star franchise.



Franchising is a highly successful growth area in the express parcels business. Red Star Parcels Ltd, one of the biggest names in parcel delivery, is now offering franchise opportunities in a number of selected areas. Since our launch in January this year, over 15 areas have already been franchised.

With a Red Star package you have:

- The Red Star brand name.
- A defined collection and delivery area.
- Red Star marketing support.
- An established business base for your area.
- Full training given.
- Finance may be available.

Already generating sales in the region of £20m, Red Star Parcels are now looking to grow this fast. If you're interested in being a part of this exciting business opportunity, please call:

01438 758041/48 for further information.

Red Star Parcels Ltd, Head Office, Langley House, Southgate, Stevenage, SG1 1HA.

brighter opportunities stand out

Kall Kwik with a turnover of £62m is the UK's leading Print, Copy and Design company. With some 200 franchises nationwide it has a reputation for service that is second to none. Past winner of both Franchisor and Franchisee of the Year Awards, Kall Kwik prides itself on its knowledge of the marketplace and customer expectations, and on providing the very best in training, operational

and marketing support to its franchisees. For a personal investment of £40,000 you too can become a member of this exclusive club and launch yourself on the road to a successful future. If you want to stand out and make the right decision, please return the coupon for our comprehensive brochure.



Please send to:
Franchise Sales Department
Kall Kwik Printing (UK) Ltd
Kall Kwik House, 106 Pembroke Road,
Ruislip, Middlesex HA4 8NW

Name
Address
Postcode Tel
FREEPHONE 0500 872060

KK/TM1096

Expansion is one major attraction

Franchising can be an ideal way for companies to raise capital and attract employees who will try hard for success, says David Churchill

Franchising as a means of business expansion is growing rapidly as the concept becomes more acceptable. There were some 474 active franchises identified by the British Franchise Association in its last survey, although industry sources suggest that the true number may be closer to 250.

For companies, franchising offers an ideal way to expand a business concept where they may face problems in either raising the expansion capital or in finding suitably motivated employees.

There seems little in business that cannot be franchised, as this week's National Franchise Exhibition (NFE) in Birmingham (see page 21 for details) shows. Franchises range from a five-a-side football league called 5 Elms through to major international operations.

But there are drawbacks for franchisors. Loss of management control over franchisees can sometimes lead to harming the national image that the franchisor is seeking to establish. The classic example of this was Wimpy, the fast food operator, which many years ago was forced to buy back many of its franchisees because of slipping standards. The company has since re-

turned to franchising in a big way.

Another restaurant chain, Pizza Express, has also decided to buy back as many of its franchisees as it can. But in this case it was its recent stock market flotation that provided the expansion funds needed to take its outlets back under its own control.

In spite of the large and sometimes bewildering number of franchise opportunities available, there are several categories under which they can be loosely grouped.

Cleaning Services: This has been one of the traditional franchise sectors for many years, with operators such as Dyno-Rod and Servicemaster long-established in the market.

Dyno-Rod was established more than 30 years ago by an American, and it now operates three complementary operations: the traditional Dyno-Rod drain cleaning; Dyno-Services, offering emergency plumbing, roofing and glazing services and Locks, a mobile lock-fitting business. The minimum investment is £14,000.

Metro Rod, a rival, was set up in 1983, becoming a subsidiary of Thames Water in 1990. It has 40 established franchisees and a further 15 planned. The minimum investment is about £23,000. Servicemaster, which has operated in the UK for 37 years, has more than 300 franchised operators in the UK. Other businesses include 200 On Location domestic and carpet cleaners and 33 Merry Maids home-cleaning services.

Food: This also is a long-established sector, starting out with such operators as Mr Softee and Lyons Maid ice-cream vans, but now dominated by the fast food groups. These do not come cheaply, because of high costs of equipment and labour.

Look out for newer franchise opportunities in the UK, such as the Canadian Muffin Co, which requires a capital investment of £75,000 along with an £8,000 franchise fee. Domino's Pizza, with more than 5,000 stores throughout the world, has more than 100 UK outlets and is looking to expand by 20 outlets a year.

Home Farm Foods, recently acquired by the John Lush Group, offers a franchise which delivers frozen recipes to homes throughout Britain. The franchise costs £6,750 plus VAT.

Retailing: Franchise operations vary considerably in the type of product sold - ranging from niche retailers such as My Book, which offers personalised children's books, through to business-to-business instant print shops, such as Kall Kwik and Printaprint, and major high street shops, such as Body Shop.

A related franchise is Signs

Express, which offers a sign-writing operation for retailers and other businesses. An initial investment of £27,500 is needed for this franchise.

Automotive: With more than 20 million cars on the road, franchises that offer services for the driver are always popular.

Computa Tune, established for more than 14 years, specialises in fine-tuning car engines for maximum efficiency. Dent Devils offers a dent and crease removal system for the motor trade. About £12,500 is needed for this franchise.

Health and Beauty: Beauty salon, Saks, won an award this year for its training and franchisee support. The Beauty Foundation offers franchises from £45,000 to £50,000.

Many of the above franchises are showing their wares at the NFE this week, or further details can be obtained in certain cases from the British Franchise Association. Steve Thomas, the exhibition's event director, says there are many new and unusual franchises exhibiting this year.

Exhibitors include those catering for the British public's more sophisticated tastes, such as Pierre Victoire and Delice de France, companies specialising in domiciliary and nursing care, home improvement businesses such as InToo Kitchens, Riples bathrooms and Blazes fireplaces, and retailers such as Sevenoaks Hi-Fi and Materials World, he says. "There are also recruitment specialists, property management companies, photographers and clockmakers."

Franchise operations and details mentioned in this article are for general illustration only and should not be taken as a recommendation.



Philip Kempe outside McDonald's restaurant in Newport. "I have always been a big McDonald's fan"

Philip's a burger burgher

Philip Kempe, former property investor and former racing driver, had little idea a few years ago that he would be also running a McDonald's restaurant franchise, yet today he has three, one in Hereford and two in Newport, Gwent, Craig Seton writes.

Mr Kempe, 42, is one of 118 people who have bought a total of 173 McDonald's franchises, representing 25 per cent of the American company's UK restaurants.

Each franchisee will have paid, typically, between £250,000 and £500,000 for a franchise lasting 20 years, depending on the restaurant site and sales figures.

Kempe, a former Formula 3 racing driver, bought his Hereford franchise in 1993 and was so impressed by the business that he purchased two more. He became aware of the McDonald's fran-

chising operation when he was selling his farming business and wanted another investment. "I have always been a big McDonald's fan and am impressed by standards they have anywhere in the world," he says, explaining why he took the plunge.

First there was the rigorous selection process, beginning with an initial interview, then five days at a restaurant, cooking burgers and chips, getting to know what he was taking on and allowing McDonald's to take a look at him. An intensive interview with a panel followed and the company checked references. Mr Kempe was then accepted into the McDonald's nine-month training programme covering all aspects of the business, from management to employment law and hygiene. McDonald's

prefers franchisees to operate in their own area and, as he is from Monmouth, Mr Kempe bought the franchise for an existing outlet in Newport.

Almost 150 people are on his payroll at the three restaurants, including managers and an overall supervisor. He benefits from the McDonald's brand name, specialist support and a huge marketing budget. In return, he pays rent and a proportion of his sales towards advertising.

"Franchising is a fundamental part of McDonald's growth plan in the UK," Derrick Smith, the national franchising manager, says. He adds that the company is very selective and training is vital. "We're going to be partners for 20 years; it's in nobody's interest to make the wrong choice."

FUTUREKIDS®
COMPUTER LEARNING CENTRES

Children • Computers • Education

We're the world's fastest-growing computer education franchise. We teach more kids how to use computers than any other franchise on Earth. To find out more about this unique opportunity, call us. We'll gladly explain why FUTUREKIDS is so rewarding - in every sense of the word.

Futurekids Limited
73 St. John's Wood High Street, London NW8 7NL Tel: 0171 722 9446 Fax: 0171 722 7735

FRANCHISES

Q.M. LTD

THE MOST EXCITING FRANCHISE TYPE BUSINESS FOR THE NEW MILLENNIUM IN THE LEADING EDGE of the C.C.T.V. market.

THE OFFER:

- EXCLUSIVE AREAS ONLY 125 in GB.
- NO ROYALTY FEES.
- NEW TENDR PRODUCTS that are becoming THE NECESSITY OF EVERY HOME & BUSINESS.
- DEMONSTRATION SYSTEMS.
- TWO DAYS INITIAL TRAINING in all aspects of business & product.
- MAJOR HELP to find, establish & train your staff.
- ON-GOING Market support & training.
- HOME BASED - No losses for premises or vehicles.

FOR THE OPPORTUNITY TO EARN IN EXCESS OF £50,000 per year

Within the 1st year an investment of £1,500 + VAT
Reach your dream: Pick up the Phone - Say I WANT TO KNOW MORE.
Phone 01923 725226 Tel/Fax 01923 933581.

Be part of our success

Securicor Pony Express, the UK's leading same-day courier company, has franchise opportunities available in Humberston, Teftord, Peterborough, Slough, Ilford, Portsmouth, Luton, Ayr, Central Scotland, Maidstone and Guildford.

Motivated and ambitious people with sales and management ability who are interested should contact the Franchise Department for further information on

01903 821111

BRITISH FRANCHISE ASSOCIATION

Securicor Pony Express Ltd, Alexander Terrace, Liverpool Garden, Warrington, Cheshire, WA9 6JH

YOUR SEARCH FOR A PROFITABLE BUSINESS IS OVER.

Build your own successful executive search company. With over 75 offices worldwide, Humana International is one of the leaders in this rapidly expanding market. Take our proven methods and training programme, add your experience and the possibilities are endless.

Contact Karen Cox on
0171 636 7636

BUSINESS SERVICES

CO. Search/Referrals/Placed while the fit is on. International. 01603 897655

COMPANY Credit setting/repayment by fax from 24. 24 hours. 01603 897655

GOLD Credit cards available on credit cards. Low deposit. High limits. 01603 897655

GUARANTEED Acceptance For credit cards. 01603 897655

LIMITED Companies & Company 01603 897655

LITIGATION Dismissal with costs. 01603 897655

LTD COS 01603 897655

PREMIER Voluntary. 01603 897655

FED UP MAKING OTHER PEOPLE RICH?

CREATE a profitable employment business in the area of your choosing, using our tried and tested formula for success.

Earn your real worth ring 01254 239363 now!

APPLE APPOINTMENTS

A RARE FRANCHISE OPPORTUNITY

QUICK PRINTING

With 27 quick print shops recently company owned, Printo Print has a franchise opportunity in the UK. We are prepared to share our expertise by offering more franchisees to a few selected and qualified applicants. You must have a burning desire to succeed in your own business, also experience and at least £10,000 available funds.

For further information write to: J. Brokey, Printo Print Ltd, 43 Market Place, Huxley on Thames, Oxon RG9 2AA or phone 01491 574062.

HOT NUT FACTORY

The Hot Nut Factory is a unique nut product operating through Europe. Not available from any other source - now in the UK. Massive growth, unexploited market. Investments £10,000 + VAT. Anticipated capital return 16 weeks, with earnings £40 - £50 P.A. We need 10 select people to purchase exclusive territories at cost to complete the expansion of the UK market.

Ring now for FREE Colour Fact Pack
01484 547777

PROMOTIONS & PUBLICITY

BUSINESS Journalist will provide PR/Marketing services to UK business. Tel: 01480 812211 Fax: 01480 812291.

WHOLESALE

AT Flip-Chips. 2 copies / min. Quality. 40 pages. Also 1,000 copies. Tel: 0181 726 0779

TENDERS AND CONTRACTS

TENDERS Information selected from the day of publication. Call 0118 969 1454, fax 0118 969 1454, for more info. <http://www.tenders.co.uk>

DISTRIBUTORS & AGENTS

AGENTS Best throughout UK to market and distribute new car when "The Top" to 28 million potential. Tel: 01277 356200 Fax: 01277 356206

FREE

Specialist commercial companies ideal for new franchisees. Free expert advice.

(0181) 361 0086

Regents Registrars

"I'D NEVER THOUGHT OF A SIGNS FRANCHISE... BUT SIGNS WERE EVERYWHERE I LOOKED"

Signs Express are the UK's leading sign company and franchise. To find out more call David Corbett today.

01603 675924

SHOW UP

VISIT THE UK'S BIGGEST EVER FRANCHISE EXHIBITION AT THE NEC.

Almost 200 exhibitors from all sectors of business will be there to provide you with a complete insight into the world of franchising. A world where you can start your own business, from as little as £3,000 or up to £300,000, under the umbrella of a tried and tested formula. Franchisees are 5 times more likely to succeed than independent start-ups.

There will also be free advice from leading banks, lawyers, accountants and a series of free seminars. So make a date to meet the leading names in the franchise industry.

OPEN FRI 4th OCT & SAT 5th OCT 10AM-5PM
SUNDAY 6th OCT 10AM-4PM

SAVE £2

Bring this voucher to the exhibition to receive a £2 discount on admission. Price includes exhibition catalogue and entry to all seminars.

Admission price £10 without discount voucher.

National FRANCHISE EXHIBITION

8-10 OCTOBER 1996

Dove TRAVEL

Start your own Travel Franchise

Set a video range of travel services including flights, car hire, insurance, transfers, etc. For free info pack ring 01753 777066

DONUT MAGIC

"Australia's No. 1 Coffee Chain"

- Franchise opportunities with excellent profit potential
- UK Territories and shops available now
- Territories - £250,000 + asset backing
- Shop - £20,000 + asset backing
- Join the world coffee boom!

Call Wendy Ayres on 0181 940 0200 or visit us on Stand G50 at the NEC

THE MULTIMEDIA REVOLUTION

Advanced Multimedia have launched "Presentation Pro" a multimedia presentation package set to revolutionise the way UK businesses present themselves.

Earn £75,000 + p.a.

Each Franchisee has the opportunity to create and run their own successful business. Advanced Multimedia will supply training, on-going support, nationwide marketing, state of the art top-end computer and exclusive territorial rights.

Call 0113 2554394 for a full information pack.

ADVANCED MULTIMEDIA LTD

The travel franchise for business people

To run a successful franchise, you have to stay close to the business, which means you have to really like what you are doing.

As someone with a professional business background, can you see yourself hands on owning a business that people want to do business with?

Consider joining Uniglobe Travel. For an initial investment of £50,000 plus working capital your agency will be part of the largest travel franchise network in the world.

Call 0171 282 1500 today

UNIGLOBE Travel

ARE YOU CUT OUT TO OWN A FASTSIGNS FRANCHISE?

If you're ready to run your own business and are looking for excellent profitability, growth potential and a solid foundation in a pleasant working environment, call Howard Fitzpatrick, Franchise Manager on

0800 526462

FASTSIGNS

38 High Street, New Malden, Surrey KT3 4HE
Telephone: 0181 336 0802 Fax: 0181 336 0814

...for a brighter future

Future recruitment & training centres

- PC and Secretarial training
- Office recruitment agency
- Investment starting at £35,000
- Sales and Training experience not vital

Future 01580 752619

The Old Mill, Northgrove Road, Harlow, Essex, Essex SS17 4AP
Email: info@future-group.co.uk URL: www.future-group.co.uk/future

This free guide could prevent costly mistakes.

This essential guide covers many of the aspects you should consider before buying a franchise. From how it works, to choosing the right type and finding the finance.

For a free copy of our guide fill in the coupon or call us on 0171 488 1314.

If you want to start a franchise, you'll find you're better off going by the book.

Fill in this coupon and return to: Peter Stern, Senior Franchise Manager, National Westminster Bank Plc, Franchise Section, FREEPOST, London EC3B 3JL.

Mr/Ms/Ms Initials

Surname

Address

Town/City

Postcode

Ref. No. 5221

NatWest

More than just a bank

National Westminster Bank Plc. Calls with NatWest may be monitored/recorded to maintain and improve our service.

A management buy out meant a fresh challenge for a Red Star executive

Putting faith into parcels

John Wheeler, a former sales executive at Red Star Parcels, seized the opportunity when the privatised company, formerly part of British Rail, opted to make franchising an integral part of its business strategy.

Earlier this year Mr Wheeler, 41, left the company when he bought the Red Star parcel point based at Heathrow airport, a business that includes a second parcels centre at Feltham, Middlesex, and covers such areas as Harrow, Wembley, Pinner and Edgware.

He says: "I thought it was a really good opportunity. I know the business inside out, the company has a good brand name and the rail network it uses is a unique selling point that no other carrier has. I would not have taken it on if I didn't think it was a good investment."

Red Star operates same day and early next day collection and delivery. It has access to the nationwide rail network which it uses in combination with air and road transport.

It handled more than two million parcels in 1994-95, when its turnover was £20 million. The company was sold to a management buy-out team in September last year which then decided that franchising was an ideal way to



John Wheeler: I thought it was a really good opportunity and a good investment

increase its market penetration in the highly competitive express delivery market. The company has more than 200 rail-based parcel points in 78 collection and delivery areas that are being franchised. Sixteen areas have already been sold to franchisees and over the next two years the firm is looking for entrepreneurs to take on the rest.

Franchisees need funding of between about £20,000 and £65,000, depending on the size and type of Red Star operation they take on.

More than 60 franchisees are still available, based around

existing parcel points at railway stations. They are in three categories:

□ Collection and delivery of parcels within an area, with Red Star managing the local parcel point.

□ A parcel-point franchise, in which the franchisee runs and manages the parcel point as well as collection and delivery in an area.

□ A parcel-point franchise that allows the franchisee to handle other delivery work.

Mr Wheeler has taken over a small staff that includes three drivers, as part of the deal and leases vehicles from

Red Star. He has recently employed a sales executive to help the business grow. The company provides sales and operational support, start-up and new product training, business advice, uniforms and software.

Nick Griffiths, Red Star's franchise development manager, says: "The most suitable candidates for franchisees will be people who have successfully run a related business in the past. We are looking for entrepreneurial people who understand sales."

CRAIG SETON

Pros and cons of linking up with a famous chain

Buying-in to a good brand may bring profits, but it can create misery too, says David Churchill

The typical would-be franchisee used to be male, married with children, white-collar and using mainly savings to finance his first franchise business. Such a profile no longer fits. The harsh years of recession and the explosion of franchises aimed at women, have transformed the picture. Those wanting to take up a franchise now come from all walks of life, ages, gender and backgrounds.

What they all perceive is a way of moving into self-employment and ownership without some of the drawbacks of going it alone. A good franchisor offers its franchisees continued marketing and training support, a well-known brand name, the benefit of previous experience and a "safety-net" if things start to go wrong. The loneliness of the small-business operator is, to some extent, mitigated by being part of a chain, with a close relationship with the franchisor — although some franchisees find this closeness irritating and prefer eventually to branch out on their own.

The relationship some franchisees have with their franchisors can be fraught in other ways. Franchisees are often unhappy if they are asked to change their operating procedures at the request of the franchisor. Equally, they dislike the absence of flexibility in cases where sourcing of supplies has to come from the franchisor and are suspicious of the mark-up charged.

Some franchisees are also frustrated at restrictions imposed on the number of outlets they can own, a restriction often required by the franchisor to prevent the potential power that multi-unit franchisees would acquire. For their part, franchisors are unhappy at the way some franchisees resent paying an on-going royalty or management fee once the business is successful. This is known as the "three-year itch syndrome", typically the time when franchisees start to grumble.

What makes a good franchisee? "Franchising works best for those who are prepared to live by the work ethic," says Peter Stern, senior franchise manager at NatWest Bank. "But the need to learn the basics of time management and selling are also two very

important factors for a successful franchisee."

The biggest cause of failure among franchisees is a lack of basic business expertise and a poor understanding of sales and marketing. Potential franchisees have to establish whether they have the emotional and physical stamina to work many hours to establish a business, and can take the lack of security brought on by the absence of a pay cheque. In addition, it is important that the would-be franchisee discusses with his or her partner the hard work and commitment needed to make a franchise successful. Both may need to put in a great deal of work and it may be that the financial strain in the short term and possibly long hours are simply not worth it.

Once satisfied that you have the right attitude to becoming a franchisee, you then have to decide what sort of franchise operation you want to move into. Do you, for example, want to run a fast-food outlet, with unsocial hours or be constantly on call for a service

business such as drain-clearing?

Choosing the franchisor is also difficult. It is possible to tell a lot about a franchising company by looking at how long it has been in business, its financial strength (including credit rating) and the bank references it offers. Potential franchisees should ask about its plans, how selective it is in choosing franchisees and how successful these become.

Ask to talk to some of its franchisees at random. Find out about the whole range of the franchised product or service — including advertising, any essential machinery and administration. Consider whether you would buy the finished product or service on the open market.

Membership of the British Franchise Association is a key element to look out for from a franchisor, since the association works hard to weed out any rogue operators.

The British Franchise Association, Thames View, Newton Road, Henley-on-Thames, Oxfordshire, RG9 1HG (01491 578050, Fax: 01491 578517). The BFA publishes an information pack for individuals at £19.50 including P&P. For companies, the information pack costs £37.50.

From pubs to printers, the route to riches

● HAIRDRESSERS, phone retailers, delivery services, print specialists and publishers are among the finalists of the Franchise of the Year award, sponsored by the British Franchise Association and Midland Bank, to be announced on Thursday.

● Northallerton hairdresser Wilson Derbyshire at 26 is the youngest of nine finalists competing for a share of the £10,000 prize money. He operates a Saks hairdressing and beauty salon, still finding time to raise more than £40,000 for local charities.

● Graham and Merryl Cornhill operate the Mobile Phone Centre in Colchester. They sold their home to take on the franchise, and now have a turnover of £4 million from seven outlets.

● Richard and Kim Bird, have achieved a turnover of £4 million with their City Link urgent deliveries services in Bristol and Swindon. "The Birds have creatively exploited and developed business within their area," says Cathryn Haynes, Midland Bank's national franchise manager.

● Two print franchises have also made the final. Terry Woods has operated the Kall Kwik Printing Centre on Chiswick High Road since 1984 and is the first Kall Kwik franchisee to pass £1 million annual turnover. Andrew Murdoch, with a Printaprint franchise at Barking in Essex, recovered from a drastic loss of business in 1990 when the town centre was re-routed, to achieve a turnover approaching £500,000.

● Jean and John Taylor took over a rural pub in Carrs Green, Inskip, Lancashire and operated it as a Greenalls Inn franchise, the Derby Arms. Greenalls was the first pub chain to franchise its operation.

● South Wales businessman Huw Smith struggled with his own cleaning business before joining the Rainbow cleaning franchise enabled him to grow his business. Now, after 20 months, he employs a staff of seven.

● Another cleaning franchise couple, John and Julia

Ford from Ashford in Kent, operate three Servicemaster franchised territories and hope to follow in the footsteps of last year's award winner, also a Servicemaster franchisee.

Wimbledon businesswoman Sandra Redmond operates a Molly Maid domestic cleaning franchise. Pam Bader, Molly Maids UK chief executive, says "Sandra has ensured that the financial control of her business is second to none, producing a good profit and using the assets to their full potential."

COMPETITION among the high street banks for a slice of the franchise action is growing as the economy picks up and borrowers search for start-up finance, David Churchill writes.

Yet while the banks remain the primary source of franchise finance, willing to lend up to two-thirds of the cost of a franchise investment, some franchisors and borrowers find that they can either be too restrictive in their lending terms or apply them haphazardly across Britain.

Franchisors, for example, claim that the banks do not make enough use of their head-office expertise in franchising, so individual branch managers make contrary decisions on whether to lend money.

"I would like the branch managers of banks to take more notice of a recommendation that comes down from the franchise department," says one franchisor quoted in the City University Business School's new study of franchising.

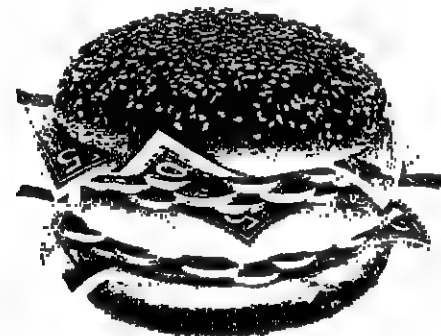
Franchisors also believe there should be better terms for lending to qualified franchisees, because of the lower risks involved, while franchisees themselves — in common with all small business start-ups — are disparaging of the banks' lack of understanding of cash-flow and other problems.

Even so, dealing with a bank is generally regarded as a sounder way of raising finance than trying alternative lenders. The high street banks have been involved in lending to small businesses, including franchisees, for many years and therefore do have some considerable expertise despite the criticisms.

NatWest, for example, set up a dedicated franchise department in 1981, followed by Lloyds Bank in 1982, the Midland in 1983 and the Royal Bank of Scotland in 1984.

Peter Stern, NatWest's senior franchise manager, says: "There is a much greater understanding now about what franchising is and what it has to offer."

ONE DAY ALL BANKS WILL HAVE THE EXPERIENCE AND EXPERTISE IN FRANCHISING TO HELP ENSURE THAT YOU 'HAVE A NICE DAY' EVERY DAY.



TILL THEN, THERE'S ALWAYS THE ROYAL BANK.

Here's a good idea for a new business. It's an idea that someone else has had already.

It works. And it's proven to be very successful.

The idea is to talk to The Royal Bank — whether you're a would-be franchisee or a franchisor. Unique among the clearing banks, our highly experienced franchising team gives you access to top-level advice and service throughout our nationwide network. From flexible finance packages to the full range of banking services, at The Royal Bank you get it.

For more information, return the coupon or call our Franchise Helpline on 0181 523 9178.

Please send me further information on The Royal Bank's services to:

☐ Franchisee ☐ Franchisor

Name: _____

Address: _____

Postcode: _____ Telephone: _____

Please return to The Royal Bank of Scotland plc, Franchise & Licensing, 100, 102, 104, 106, 108, 110, 112, 114, 116, 118, 120, 122, 124, 126, 128, 130, 132, 134, 136, 138, 140, 142, 144, 146, 148, 150, 152, 154, 156, 158, 160, 162, 164, 166, 168, 170, 172, 174, 176, 178, 180, 182, 184, 186, 188, 190, 192, 194, 196, 198, 200, 202, 204, 206, 208, 210, 212, 214, 216, 218, 220, 222, 224, 226, 228, 230, 232, 234, 236, 238, 240, 242, 244, 246, 248, 250, 252, 254, 256, 258, 260, 262, 264, 266, 268, 270, 272, 274, 276, 278, 280, 282, 284, 286, 288, 290, 292, 294, 296, 298, 300, 302, 304, 306, 308, 310, 312, 314, 316, 318, 320, 322, 324, 326, 328, 330, 332, 334, 336, 338, 340, 342, 344, 346, 348, 350, 352, 354, 356, 358, 360, 362, 364, 366, 368, 370, 372, 374, 376, 378, 380, 382, 384, 386, 388, 390, 392, 394, 396, 398, 400, 402, 404, 406, 408, 410, 412, 414, 416, 418, 420, 422, 424, 426, 428, 430, 432, 434, 436, 438, 440, 442, 444, 446, 448, 450, 452, 454, 456, 458, 460, 462, 464, 466, 468, 470, 472, 474, 476, 478, 480, 482, 484, 486, 488, 490, 492, 494, 496, 498, 500, 502, 504, 506, 508, 510, 512, 514, 516, 518, 520, 522, 524, 526, 528, 530, 532, 534, 536, 538, 540, 542, 544, 546, 548, 550, 552, 554, 556, 558, 560, 562, 564, 566, 568, 570, 572, 574, 576, 578, 580, 582, 584, 586, 588, 590, 592, 594, 596, 598, 600, 602, 604, 606, 608, 610, 612, 614, 616, 618, 620, 622, 624, 626, 628, 630, 632, 634, 636, 638, 640, 642, 644, 646, 648, 650, 652, 654, 656, 658, 660, 662, 664, 666, 668, 670, 672, 674, 676, 678, 680, 682, 684, 686, 688, 690, 692, 694, 696, 698, 700, 702, 704, 706, 708, 710, 712, 714, 716, 718, 720, 722, 724, 726, 728, 730, 732, 734, 736, 738, 740, 742, 744, 746, 748, 750, 752, 754, 756, 758, 760, 762, 764, 766, 768, 770, 772, 774, 776, 778, 780, 782, 784, 786, 788, 790, 792, 794, 796, 798, 800, 802, 804, 806, 808, 810, 812, 814, 816, 818, 820, 822, 824, 826, 828, 830, 832, 834, 836, 838, 840, 842, 844, 846, 848, 850, 852, 854, 856, 858, 860, 862, 864, 866, 868, 870, 872, 874, 876, 878, 880, 882, 884, 886, 888, 890, 892, 894, 896, 898, 900, 902, 904, 906, 908, 910, 912, 914, 916, 918, 920, 922, 924, 926, 928, 930, 932, 934, 936, 938, 940, 942, 944, 946, 948, 950, 952, 954, 956, 958, 960, 962, 964, 966, 968, 970, 972, 974, 976, 978, 980, 982, 984, 986, 988, 990, 992, 994, 996, 998, 1000.

The Royal Bank of Scotland plc, Registered in Scotland Number 00312. Registered Office: 30 St Andrew Square Edinburgh EH2 2YB.

Big Mac and large franchise please

If you've ever had a craving for your own business, here's some food for thought:

Entering into partnership with McDonald's.

The world's leading restaurant company is currently seeking franchisees for all parts of the UK and Ireland.

What you need is a real appetite for working with people, a tried and tested head for business and an urge to roll up your sleeves and make a long-term, hands-on commitment.

What you don't necessarily need is catering experience. Or prohibitively large sums of money.

We can get you going with a low-cost package and comprehensive training. Then we support your commitment every step of the way.

Satisfy your hunger for a dynamic and exciting business opportunity.

Call us, or see us on stand F35 at the National Franchising Exhibition, NEC, Birmingham, 4 - 6 October 1996.

FRANCHISE OPPORTUNITIES

call UK: 0181-700 7153/4 Ireland: 01-4750750



Banking on ways to raise capital

COMPETITION among the high street banks for a slice of the franchise action is growing as the economy picks up and borrowers search for start-up finance, David Churchill writes.

Yet while the banks remain the primary source of franchise finance, willing to lend up to two-thirds of the cost of a franchise investment, some franchisors and borrowers find that they can either be too restrictive in their lending terms or apply them haphazardly across Britain.

Franchisors, for example, claim that the banks do not make enough use of their head-office expertise in franchising, so individual branch managers make contrary decisions on whether to lend money.

"I would like the branch managers of banks to take more notice of a recommendation that comes down from the franchise department," says one franchisor quoted in the City University Business School's new study of franchising.

Franchisors also believe there should be better terms for lending to qualified franchisees, because of the lower risks involved, while franchisees themselves — in common with all small business start-ups — are disparaging of the banks' lack of understanding of cash-flow and other problems.

Even so, dealing with a bank is generally regarded as a sounder way of raising finance than trying alternative lenders. The high street banks have been involved in lending to small businesses, including franchisees, for many years and therefore do have some considerable expertise despite the criticisms.

NatWest, for example, set up a dedicated franchise department in 1981, followed by Lloyds Bank in 1982, the Midland in 1983 and the Royal Bank of Scotland in 1984.

Peter Stern, NatWest's senior franchise manager, says: "There is a much greater understanding now about what franchising is and what it has to offer."

When you need finance for a franchise, we can deliver.



If you're thinking about buying a franchise, you'll probably be looking at a wide range of options.

And when it comes to finance, the option to consider is Lloyds Bank.

Whether you need to borrow to fund your franchise purchase, to pay for a lease or to buy the necessary equipment, we have a range of loans that are designed to help.

But we can give you more than money, and something just as vital: information. Our computerised franchise database has details of most of the UK franchises. And our staff in over 400 Business Centres can help you make sense of the information. What's more, they're backed up by a totally dedicated team of franchise specialists.

You'll want to talk to us about every aspect of starting up and running a business. Find out more by sending for our free brochure. Just fill in the coupon below or phone our Helpline on 017 943 3089. And then see how we deliver.

Send this coupon to Lloyds Bank Plc, Dept. CB, FREEPOST, PO Box 112, Cannon Way, Bristol BS1 1YB.

Please send me information on Lloyds Bank's Franchising Services.

Name: _____

Address: _____

Postcode: _____ Telephone: _____

T + V

☐ Please tick if you're considering franchising your own business.



THE THOROUGHREDD BANK

Absentees are no barrier to picking a winning team



WHAT can only be described as an eclectic selection has brought a Cheshire man the weekly prize in The Times Interactive Team Football game. Mr A. Newbold, of Hyde, garnered 37 points this week in ITF, with one player in his Dock Green Rovers XI that has not yet played first-team football this season.

Mark Bosnich, the Aston Villa goalkeeper, has been injured for the opening weeks of the FA Cup, Premier League, giving him a grand total of zero, but with goalkeepers often proving expensive, it may be no bad thing. Yet Mr Newbold has chosen other players who have played only intermittently this season — Dixon and Adams, of Arsenal, and Redknapp, of Liverpool.

Mr Newbold's team is:

Goalkeeper
M Bosnich (Aston Villa)

Full backs
L Dixon (Arsenal)
G Neville (Manchester Utd)

Central defenders
A Adams (Arsenal)
R Gough (Rangers)

Midfield players
J Ebbrell (Everton)
J Redknapp (Liverpool)
S McCall (Rangers)
M Gayle (Wimbledon)

Strikers
A Cottee (West Ham)
G Watson (Southampton)

Manager
A Ferguson (Manchester Utd)



Slaven Bilic, of West Ham, celebrates his goal against Liverpool. As a defender, his goals are highly valuable in ITF



If you think your team could be doing better, you can use the ITF transfer system to improve your fortunes. This

allows you to change up to two players each week and to adjust your team if one of your players is actually transferred out of the FA Cup, Premier League or Bell's Scottish League premier division.

You can make transfers only by telephone. Using a Touch-tone (DTMF) telephone (most push-button telephones with a * and a hash key are Touch-tone), call the 0891 886 968 line during the times given. From outside the United Kingdom, you must call 0044 990 200 665.

When making a transfer, you must ensure that the team does not contain more than two individuals (two players or one player and a manager) from the same club.

If you are lagging behind the leading team selectors, the transfer system will be an appealing option to you in the chase for the prizes — the overall £50,000, monthly £1,000 or weekly £250.

All Interactive Team Football transfer queries should be directed to 0171-757 7016. All other inquiries can be made on 01522-488 122.

HOW THE SCORING SYSTEM WORKS IN ITF

All 1996-97 matches in the FA Cup, Premier League, FA Cup, Bell's Scottish League premier division and Telford's Scottish Cup from August 17 count for points. Penalty shootouts do not count but results decided in this way will count for managers.

POINTS SCORED			
Goalkeeper	4pts	Striker	2pts
Keeps clean sheet*	4pts	Saves goal	1pt
Saves penalty	1pt	All players	1pt
Full back/Central defender	3pts	Appearance	1pt
Keeps clean sheet*	3pts	Scored hat-trick	3pts
Midfield player	3pts	Manager	1pt
Keeps clean sheet*	1pt	Team wins	1pt
Scored goal	2pts	Team draws	1pt

POINTS DEDUCTED			
Goalkeeper	2pts	Booked	1pt
Concedes goal	2pts	Concedes penalty	1pt
Full back/Central defender	1pt	Misses penalty	1pt
Concedes goal	1pt	Scored own goal	1pt
All players	3pts	Manager	1pt
Sent off	3pts	Team loses	1pt

* must have played for 75 minutes in the match
* must have played for 45 minutes in the match



ENTER TIMES ITF BY TELEPHONE — THERE ARE BIG PRIZES TO BE WON EVERY WEEK AND EVERY MONTH

The Manager of the Week and the Manager of the Month are up for grabs from now until the end of the season. You could be a winner of either by entering a team today. The Manager of the Week or Month can be won by any team no matter where it is in the league, the prize for the Manager of the Week or Month simply goes to the person whose team scores the highest points in any one week or month.

The prize for the Manager of the Week is £250 cash, plus a £250 Sports Gift Voucher for an amateur football team in your community — as nominated by you. The Manager of the Month will receive £1,000 cash.

You can still be a big winner in ITF. To enter today, just follow the instructions below.

Enter ITF by phone on 0891 405 011

If telephoning from outside the United Kingdom, call 44 990 100 320

1. You must use a Touch-tone (DTMF) telephone (most push-button telephones with a * and a hash key are Touch-tone).
2. Choose 1 goalkeeper, 2 full backs, 2 central defenders, 4 midfielders, 2 strikers and a manager.
3. Do not spend more than £35 million.
4. Do not choose more than two individuals (2 players or 1 player and 1 manager) from any one football club.
5. Once you have chosen your team, call the entry line, above, and follow these step-by-step instructions.

a) You must tap in (not speak) the full set of selections (using the five-digit player codes) for each of your 11 chosen players and your manager.

b) You must speak the name of your team (no more than 16 characters) your name, address, with postcode, and daytime telephone number.

c) Finally, you will be given a ten-digit personal identification number (PIN) at the end of the call. You must keep a note of this number and your chosen team as no postal notification will be sent.



0891 calls cost 39p per minute cheap rate and 49p per minute at all other times. Your call will cost approximately double if made from a pay phone. In the event of there being more than one Manager of the Week or Month, the winner will be chosen at random. All ITF rules apply, a copy of which will be made available on request.

HOW TO MAKE A TRANSFER IN ITF

Call 0891 886 968

If telephoning from outside the United Kingdom call 44 990 200 665.

You may make transfers only by telephone using a Touch-tone (DTMF) telephone (most push-button telephones with a * and a hash key are Touch-tone). You will need your ten-digit selection PIN, which you will have to tap in, not speak. Follow the simple instructions and tap in the five-digit codes of the players you are transferring.

You may only make transfers in one team per telephone call. If you have entered two teams and want to make transfers in both, you must make two separate calls.

You may transfer two (but no more than two) individuals (two players or one player and a manager) during a transfer week. A player being transferred out must be replaced by one from the same category and you must keep to the team format of a goalkeeper, two full backs, two central defenders, four midfielders, two strikers and a manager. You must not exceed the £35 million budget and have no more than two individuals from the same club. Incoming transfers will be rejected and your team will remain in its previous form.

The transfer week runs from 00.01 on Tuesday to midnight the following Monday. Transfers made before noon each day will become effective immediately. Transfers made after noon will become effective for matches played after noon on the following day.

Your new player only starts to score points for you when his transfer is registered. The current score of the player transferred out remains part of your team score but he then ceases to score for you.

If a player or manager moves teams during the season, it may affect the composition of your team. You must adjust your team by using the transfer system to avoid missing out on points.

Calls will be charged at 39p per minute cheap rate, 49p per minute at other times. Calls made from public telephones may cost approximately twice as much.

Player in Club:

Player out Club:

Player in Club:

Player out Club:

THIS WEEK'S TRANSFERS			
IN	OUT	LOANED PLAYERS	
40899... 51906... 68822...	Jody Morris Mickel Beck Antoine Wenger	Chelms Middlesbrough Aston	£2.00m £2.50m £3.50m
11802... 33002... 42606...	Zeljko Kalic Andy Thom Andy Turner	Liverpool City Heart of Midlothian Tottenham Hotspur	£0.50m £0.75m £0.25m

E McGoldrick (from Arsenal to Manchester City, one month); M Taylor (Derby to Crewe, one month); D Watson (Derby to Manchester City, two weeks); G Keworth (Middlesbrough to Stoke, three weeks); D Hadenby (Newcastle to Millwall, one week); C Holland (Newcastle to Birmingham, two weeks); B Angell (Sunderland to Stockport, one month); R Brown (West Ham to Reading, two weeks). Loan periods subject to fluctuation

THE LEADING 250 ENTRIES IN THE TIMES INTERACTIVE TEAM FOOTBALL GAME

Pos	Team	(Player's name)	Pts	Pos	Team	(Player's name)	Pts	Pos	Team	(Player's name)	Pts
1	NST Monks	(J Stachewicz)	174	110	Friends 35	(R Fyfe)	146	214	BB's Boys	(C Cowey)	142
2	Sophie And Sam	(G Foster)	167	111	A2	(K Ferrell)	145	145	Fittipool City	(P Rowe)	142
3	Mean Machine	(P Ford)	167	112	John Hart Tumbler G	(J Hunt)	145	145	Layton's Lions 7	(R Layton)	142
4	Nobby 5	(J Brown)	163	113	Worce	(G Atkinson)	145	145	Golden 11	(L Mill)	142
5	Nobby 20	(J Brown)	163	114	Emm And Helen	(D Linley)	145	145	Turner's Tigers	(C Turner)	142
6	John Hart Tumbler D	(J Hunt)	163	115	Randy Sausages XI	(A Prewitt)	145	145	Southside Utd	(P Mulligan)	142
7	Pin Ups Two	(P Tustler)	162	116	NK 3	(N Ross)	145	145	Rheims Rovers	(J Conroy)	142
8	Plastic Filles 10	(T Feehily)	162	117	JS August Monthly 1	(J Swirick)	145	145	Good Grack	(D Ellis)	142
9	Hawking Burg Kick 1	(J Misk)	161	118	Causton's Hubs	(D Cannon)	145	145	Rader's Babes	(M Bader)	142
10	Thom Footery FC	(M Horan)	161	119	Tees Goals	(S Finney)	145	145	Half A Chance	(T Reading)	142
11	John Hart Tumbler F	(J Hunt)	160	120	Hutton Humber	(P Sheridan)	145	145	Kallic Warriors	(D Concannon)	142
12	Nobby 34	(J Brown)	160	121	N Yv Andnd	(J Walwyn)	145	145	Bristol Rovers Reserve	(G Cox)	142
13	Emergence On Judas F	(N Hji)	160	122	Shade Up	(J Taylor)	145	145	Warrington Warriors	(H Gray)	142
14	Hull Red Devils	(G Foster)	159	123	Priory Rangers	(J Palmer)	145	145	Red Man U	(R Horsley)	142
15	Jones Boys Three	(M Jones)	159	124	Lucy's Legion	(J Gendall)	145	145	Rude Awakening	(R Compton)	142
16	Flying Foresters	(D Thomas)	159	125	Turnip United	(C Ashe)	145	145	AC Fantasy FC	(M Skippin)	142
17	Le Bouet And 2 Veg	(M Searley)	159	126	The Mappets	(A Mount)	145	145	Silver Shooters	(P Farnworth)	142
18	Daggers	(V Cox)	158	127	Blue Stars	(N Broadhall)	145	145	GR Team II	(S Brook)	142
19	John Hart Tumbler H	(J Hunt)	158	128	Leasowes One	(M Prid)	145	145	White Feathers	(M Catchpole)	142
20	John Hart Tumbler E	(J Hunt)	158	129	Forbes Sandwich	(S Brady)	144	144	Harts FC	(N Hart)	142
21	Best Of The Best	(R Rupprecht)	158	130	Randy Sausages 2	(R Dawson)	144	144	Wizards Of Oz	(P Osborn)	142
22	Caroline B	(A Luckhurst)	158	131	Look Out Andy Gray	(M Buckley)	144	144	XI Wildmen	(M Wilkin)	142
23	Thompson's XI	(G Thompson)	158	132	SJB	(M McBride)	144	144	Gallowglass Utd	(M Deery)	142
24	Spring City	(A L Collins)	158	133	Mac's Monkeys	(J Brown)	144	144	Mathews XI	(M Gurn)	142
25	Soccer Superstars	(J McCullin)	157	134	Nobby 33	(P Hoyle)	144	144	Ziggy's Boys	(Z Ahmed)	142
26	Sky Times III	(L McCullough)	157	135	Little Dons	(A O'Brien)	144	144	Hazza's Dream Team	(P Thornton)	142
27	Arrogant FC	(F K Taylor)	157	136	ST Utd	(N Armstrong)	144	144	The Dreamers	(C Ryan)	142
28	Skyteam	(A Bursan)	156	137	The Unsubscribes	(P Foster)	144	144	Todd Utd	(B Todd)	142
29	Pully's Pride	(P Smiley)	156	138	Beyond Care	(S Allen)	144	144	Yeathall All	(B Wio)	142
30	Beyond Faith	(P Foster)	156	139	The Foreign Legion	(P Darnell)	144	144	Rocky 1	(K S de Silva)	142
31	West Wanderers	(G Ward)	156	140	Raid Craft	(L Head)	144	144	Elland Jesters	(M Gallagher)	142
32	Adelaide Villa	(M Jones)	156	141	Sawford Flyers	(A Finkel)	144	144	Dynamo Doodles	(D Scott)	142
33	Burn's Team	(B Howes)	156	142	Do I Not Like Men Utd	(C D Woodward)	144	144	Botch United 1	(J Pull)	141
34	AS 4	(A Boyland)	155	143	The Fat Kabobs	(J Salyed)	144	144	Clive From Down Under	(K James)	141
35	TWFC 1	(T Webber)	155	144	—	(no name)	144	144	Refuge Station Raiders	(J Kerr)	141
36	Le Bonobos	(J Roebuck)	154	145	Pop Of Stone	(P Fitzpatrick)	144	144	Ivy's Beaut	(D Tuohill)	141
37	Nobby J	(J Brown)	153	146	Acad Slaves	(S Nolen)	144	144	All Sorts XI	(J Jones)	141
38	Plan BFC	(R Ayres)	153	147	Kanfer's Crookes	(E Kanfer)	144	144	Layton's Lions	(R Layton)	141
39	Euro Panto 1	(P O'Donnell)	153	148	Shooting Stars	(S Scott)	144	144	JSS 3	(J Sanderson)	141
40	Glentworth Allie	(P Naylor)	153	149	Babworth Utd 3	(M Lacombe)	144	144	Beacon Sandwich	(D L Davis)	141
41	Where's Ray Gavel?	(P Frimitt)	152	150	—	(P Godard)	144	144	Highgate's Park AFC	(G Barnett)	141
42	E	(M Corless)	152	151	Sanspareils	(G Bove)	144	144	Chrom City 99	(Searlet)	141
43	FC Very Much So	(P Miles)	152	152	Bumbles XI	(S Jones)	144	144	Red Stars	(J Poldard)	141
44	4 4 2	(K Brown)	152	153	Coolie Masters	(S Serr)	144	144	Ipwich Allstars	(M Carman)	141
45	Ditto	(D Findlay)	152	154	Delf Con 3	(M Peck)	143	143	Fowey City	(P Fowmes)	141
46	Jenny's Slates	(D S Mills)	152	155	Albe	(M Babar)	143	143	Green's Park	(A Green)	141
47	Ivita Gial	(G Lippert)	151	156	Lesley's Legion	(L Michaelis)	143	143	The Chapsles	(C Potter)	141
48	—	(no name)	151	157	Nobby 7	(J Brown)	143	143	All Sorts XI	(J Jones)	141
49	Grainee's Greets 1	(G Carvell)	151	158	Nobby 11	(J Brown)	143	143	Reservoir Dogs	(A Pano)	141
50	Ginger	(T P Leah)	151	159	Scilly	(D Southrop)	143	143	Gullitgod	(P Roberts)	141
51	Uni Boys Utd 1	(B Gaudin)	151	160	The Carriers	(C Gowers)	143	143	Jacob Boxes	(S Timm)	141
52	Seashore Celtic	(B McGovern)	150	161	King Carriers	(A Oldbury)	143	143	Bancomfield AFC	(M Shoulin)	141
53	Moldova	(J Aldous)	150	162	Dour Rangers 3	(J Clouston)	143	143	Matty's Heroes II	(M Brack)	141
54	Swappers United	(W Gaylor)	150	163	Real Cason	(T Casson)	143	143	R + N Flashboys	(R Brown)	141
55	Jaywalkers	(D Ashton)	150	164	Beep Cheap Chimney	(M Swallow)	143	143	Brainbown United	(G Wales)	141
56	Shack Attack	(R Shackleton)	150	165	Parish Vols	(A Wolf)	143	143	Portia FC 2	(S Mellor)	141
57	Nash's Ark	(G P Dolan)	150	166	Hamilton's Dream Team	(P Thornton)	143	143	Hew's Left Foot	(A Cunnane)	140
58	Allen XI	(A Ojenn)	150	167	Damon's Utd	(D McCarthy)	142	142	Ice 3	(M Corless)	140
59	Nabochuk's Team	(N Geng)	150	168	Shipman United	(M Barnett)	142	142	Percy's Progress	(M Parakid)	140
60	The Traveller	(G Barnatt)	150	169	Ashley FC	(L A Taylor)	143	143	Sigma 8	(K Porter)	140
61	Nie	(H Somerville)	149	170	Southstone Rovers	(A Bowel)	142	142	Alk	(K Hughes)	140
62	The Foreign Legion	(R Horsler)	149	171	12 Stok Parrots	(T Mayor)	142	142	Liquid Football	(C Stevens)	140
63	T 20	(T Basaran)	149	172	Jones Boys Sky	(M Jones)	142	142	Bramhall Bashers	(J Thakkar)	140
64	Jones Boys 8	(M Jones)	149	173	JFK Allstars	(J Krupic)	142	142	China Castle	(S Gohli)	140
65	Sitting Ducks	(A Pano)	148	174	Nobby 14	(J Brown)	142	142	Johnny Foreigner	(K Saunders)	140
66	Perfetto Allstars	(A Pano)	148	175	Arctid	(J Fyfe)	142	142	—	(no name)	140
67	Smelly Willie XI	(A Shabir)	148	176	Stuffs	(J Longstaff)	142	142	—	(no name)	140
68	Tuesdays Rovers	(M Tarry)	149	177	Al's 1st 11	(A Davies)	142	142	—	(no name)	140
69	Carless Whizzer	(L Geary)	149	178	Rif's Rovers	(A Bion)	142	142	—	(no name)	140
70	—	—	149	179	—	—	142	142	—	(no name)	140

FIND OUT HOW YOUR TEAM IS DOING

Call the ITF checkline on
0891 884 643
Dialcode UK 4 590 100 343

Check your points total and your ranking. You need a Touch-tone (DTMF) telephone (most push-button telephones with a * and a hash key are Touch-tone) and your ten-digit selector's PIN. Calls made from public telephones may cost approximately twice as much.

*Calls cost (per minute)
30p cheap rates
40p other times.

Pos	Team	(Player's name)	Pts	Pos	Team	(Player's name)	Pts
82	Class 1	(R J Weston)	149	131	Real Craft	(P Darnell)	144
83	Berry's Team	(R Matthews)	149	132	Sawford Flyers	(L Head)	144
84	1st Shift	(K J Burns)	148	133	Forbes Sandwich	(A J Finkel)	144
85	It's About Revenge C	(R Gohli)	148	134	Do I Not Like Men Utd	(C D Woodward)	144
86	Howards	(N Brown)	148	135	The Fat Kabobs	(J Salyed)	144
87	Smyth's Stonkers	(M Jack)	148	136	—	(no name)	144
88	Salt Against Cyn	(S Shipley)	148	137	Pop Of Stone	(P Fitzpatrick)	144
89	Fowler's Furies	(B Byrne)	148	138	Acad Slaves	(S Nolen)	144
90	Wollaston Wolves	(D Gerrard)	148	139	Kanfer's Crookes	(E Kanfer)	144
91	Championknight Elsie	(L Sprague)	148	140	Shooting Stars	(S Scott)	144
92	Purple Legion	(B Gohli)	148	141	Babworth Utd 3	(M Lacombe)	144
93	Foreign Reg	(K Rowling)	148	142	—	(P Godard)	144
94	Caroline D	(A Luckhurst)	148	143	Sanspareils	(G Bove)	144
95	Joe's Hotshots	(N Howe)	148	144	Bumbles XI	(S Jones)	144
96	Cool Side Burns	(M Roper)	148	145	Coolie Masters	(S Serr)	144
97	Motley Town	(K McGuire)	148	146	Delf Con 3	(M Peck)	143
98	Essex Eagles 96 FC	(C Jennings)	148	147	Albe	(M Babar)	143
99	Toto Celtic	(A Dwyer)	148	148	Lesley's Legion	(L Michaelis)	143
100	Loveland All Stars	(M Cowan)	148	149	Nobby 7	(J Brown)	143
101	Nobby	(J Brown)	147	150	Nobby 11	(J Brown)	143
102	Albanian Harrier XI	(A Hynes)	147	151	Scilly	(D Southrop)	143
103	The Foreign Legion	(A Cheung)	147	152	The Carriers	(C Gowers)	143
104	Athletic Storm	(P Mills)	147	153	King Carriers	(A Oldbury)	143
105	Devon Demons	(D G Flory)	147	154	Dour Rangers 3	(J Clouston)	143
106	Down And Out	(I Camruthers)	147	155	Real Cason	(T Casson)	143
107	Brii XI	(R Segar)	147	156	Beep Cheap Chimney	(M Swallow)	143
108	90's	(D Collier)	147	157	Parish Vols	(A Wolf)	143
109	Europe United	(P O'Donnell)	147	158	Hamilton's Dream Team	(P Thornton)	143
110	Rapid Vinnets	(M Forrest)	147	159	Damon's Utd	(D McCarthy)	142
111	Roots Rovers	(M Daniels)	147	160	Shipman United	(M Barnett)	142
112	Dolphin Stars	(D Bowler)	147	161	Ashley FC	(L A Taylor)	143
113	First Evers	(L Sawley)	147	162	Southstone Rovers	(A Bowel)	142
114	Watch Out United	(J Kaderchey)	146	163	12 Stok Parrots	(T Mayor)	142
115	Former Champions	(A Murhabin)	146	164	Jones Boys Sky	(M Jones)	142
116	Hopetill Horshola	(H Rimmer)	146	165	JFK Allstars	(J Krupic)	142
117	Robbie's Raiders	(P M Hendley)	146	166	Nobby 14	(J Brown)	142
118	Swelly Swears	(J Stevenson)	146	167	Arctid	(J Fyfe)	142
119	Dorma Destroyers	(R McCullough)	146	168	Stuffs	(J Longstaff)	142
120	Inter Jakes FC	(S A Jakes)	146	169	Al's 1st 11	(A Davies)	142
121	PJ Thistle	(R Newbould)	145	170	Rif's Rovers	(A Bion)	142
122	Dutch Courage	(R van Ruitenbeek)	145	171	—	—	142

The ITF players, their points and their values if you are considering the transfer option

Code	Name	Team	2m	Pts
10101	M Watt	Aberdeen	1.50	0 -3
10102	N Walker	Aberdeen	1.00	-1 0
10201	D Seaman	Arsenal	5.00	+5 +16
10202	V Bartram	Arsenal	0.75	0 0
10203	J Lukic	Arsenal	0.75	0 0
10301	M Bosnich	Aston Villa	3.50	0 -8
10302	M Oakes	Aston Villa	1.00	0 +13
10401	T Flowers	Blackburn	3.00	+5 -10
10402	S Givens	Blackburn	2.00	0 0
10501	G Marshall	Blackburn	2.00	0 0
10601	D Kharine	Blackburn	3.50	-3 -3
10602	K Hitecock	Blackburn	2.50	0 +10
10701	S Ogrizovic	Blackburn	2.50	-1 -10
10702	J Folan	Blackburn	1.50	0 0
10801	M Taylor	Blackburn	1.00	0 0
10802	R Houn	Blackburn	1.00	0 0
10901	A Maxwell	Blackburn	1.00	-3 -4
10902	L Key	Blackburn	0.50	+5 -5
11001	I Westwater	Dundee United	0.50	0 0
11101	N Southall	Dundee United	0.50	0 -18
11102	J Keaton	Dundee United	2.50	+5 0
11103	P Keaton	Dundee United	2.50	+5 0
11201	G Rouse	Dundee United	2.50	+5 0
11301	J Leighton	Dundee United	2.00	-1 -16
11401	D Lekovic	Dundee United	1.50	-5 -8
11501	M Beaney	Dundee United	1.00	-1 -26
11601	P Evans	Dundee United	1.00	0 0
11701	N Martyn	Dundee United	2.50	-1 -10
11801	K Pople	Dundee United	1.00	0 0
11901	K Kellier	Dundee United	1.00	0 0
12001	D James	Dundee United	1.00	+5 -3
12101	A Warner	Dundee United	0.50	+1 -12
12201	F Schmeichel	Dundee United	5.00	+5 +6
12301	R van der Gouw	Dundee United	1.00	0 +6
12401	G Walsh	Dundee United	1.50	0 0
12501	S Howie	Dundee United	1.50	-7 -14
12601	S Howie	Dundee United	1.50	+5 +5
12701	P Smith	Dundee United	4.00	0 -3
12801	M Crossley	Dundee United	3.00	0 -3
12901	A Fitts	Dundee United	2.50	-1 -12
13001	T Wright	Dundee United	0.75	0 0
13101	S Thomson	Dundee United	0.50	0 -19
13201	A Goran	Dundee United	5.00	+5 +16
13301	C Presnam	Dundee United	2.00	-2 -6
13401	D Beasant	Dundee United	1.00	-1 -16
13501	N Moss	Dundee United	0.25	+6 -3
13601	L Perez	Dundee United	0.50	0 0
13701	A Cotton	Dundee United	1.00	-3 -12
13801	I Walker	Dundee United	3.50	-3 +5
13901	L Mido	Dundee United	2.00	-3 -13
14001	S Macdonald	Dundee United	0.50	0 +5
14101	S Sullivan	Dundee United	1.00	+4 +10
14201	P Haid	Dundee United	1.00	0 0



Phil Babb, the Liverpool defender, has gained 15 points so far. This could be the time to add him to your team

Code	Name	Team	2m	Pts
30304	C Tiler	Aston Villa	1.00	0 0
30305	R Sanchez	Aston Villa	1.00	0 0
30401	C Hendry	Blackburn	4.00	+4 -1
30402	I Preece	Blackburn	2.50	0 0
30403	C Coleman	Blackburn	2.50	+4 -3
30404	N Marker	Blackburn	0.50	+4 -4
30501	T Boyd	Celtic	3.00	-2 -2
30502	M McKay	Celtic	1.50	0 +3
30503	A Stubbs	Celtic	3.50	-1 0
30601	M Duberry	Chelsea	2.50	-1 -5
30602	F Lehoucq	Chelsea	2.50	-1 -21
30603	F Sinclair	Chelsea	2.00	0 0
30604	D Lee	Chelsea	2.00	0 0
30605	A Myers	Chelsea	1.50	0 +7
30606	E Johnson	Chelsea	1.50	0 +13
30607	J Kjeldberg	Chelsea	0.50	0 0
30701	L Dallas	Coventry City	2.00	+4 -3
30702	R Shaw	Coventry City	1.50	0 -5
30703	D Busst	Coventry City	1.50	0 0
30801	I Stizac	Derby County	2.50	-2 -1
30802	D Wassall	Derby County	1.00	0 0
30803	J Laurson	Derby County	1.00	-1 +5
30804	M Carbon	Derby County	0.50	-1 0
30901	S Pressley	Dundee United	1.00	+4 +1
31001	M Miller	Dundee United	0.75	+3 -2
31002	I den Blument	Dundee United	0.75	0 -3
31101	D Unsworth	Everton	2.50	+2 +7
31102	D Walton	Everton	2.50	0 +1
31103	C Short	Everton	2.00	+4 +6
31201	D McPherson	Hearts	1.00	0 -2
31202	P Ritchie	Hearts	1.00	0 +1
31301	J McLaughlin	Hibernian	0.50	0 -4
31302	B Welch	Hibernian	0.75	-3 -9
31303	G Hunter	Hibernian	0.50	0 +5
31401	M Reilly	Kilmarnock	1.00	0 -3
31402	R Montgomery	Kilmarnock	0.75	0 -3
31501	D Watson	Leeds United	1.00	-1 -1
31502	R Johnson	Leeds United	1.00	0 0
31503	L Radebe	Leeds United	1.00	0 -5
31601	J Pashent	Leeds United	0.50	0 0
31602	J Walby	Leeds United	1.00	+4 +5
31603	P Kamaark	Leeds United	0.50	0 0
31701	S Prior	Leeds United	1.00	+4 +4
31702	P Babb	Liverpool	3.50	0 +15
31703	J Scates	Liverpool	3.50	0 +11
31704	M Wright	Liverpool	3.50	0 +11
31705	N Ruddick	Liverpool	3.00	0 0
31706	A Mitchell	Liverpool	1.00	0 +12
31801	G Pallister	Manchester Utd	3.50	+3 -9
31802	D May	Manchester Utd	3.00	+4 +10
31803	R Johnson	Manchester Utd	2.50	0 +8
31804	N Pearson	Manchester Utd	1.50	0 -6
31901	A McKean	Middlesbrough	1.50	0 -8
31902	D Whyte	Middlesbrough	1.50	0 -8
31903	P Whelan	Middlesbrough	0.75	-3 -1
32001	B Martin	Motherwell	1.50	+4 +7
32002	M van der Gaag	Motherwell	0.75	+4 +11
32101	P Albert	Newcastle	4.50	0 0
32102	S Howie	Newcastle	3.00	0 +6
32103	A Pascoe	Newcastle	3.00	0 +4
32201	C Cooper	Nottingham	3.00	0 0
32202	S Cheddie	Nottingham	2.50	0 0
32301	S Dennis	Raith	1.00	-2 -12
32401	R Gough	Rangers	3.50	+8 +20
32402	A McClure	Rangers	3.00	0 0
32403	J McLarn	Rangers	3.00	+4 +12
32404	G Pettit	Rangers	2.50	+4 +4
32501	D Walker	Sheffield Wed	1.50	-2 -1
32502	B Lingham	Sheffield Wed	0.25	0 0
32503	K Monks	Sheffield Wed	1.50	-3 -4
32601	A Neilson	Sheffield Wed	1.00	-2 -3
32602	R Dryden	Sheffield Wed	0.50	0 0
32603	C Lundekvam	Sheffield Wed	0.50	+1 -1
32701	K Ball	Sunderland	1.00	-1 -12
32702	R Ord	Sunderland	0.50	0 +4
32801	S Campbell	Tottenham	2.50	-1 -9
32802	C Calderwood	Tottenham	2.50	-1 +8
32803	G Mabbitt	Tottenham	2.00	0 0
32901	J Cundy	Tottenham	0.50	0 0
32902	K Scott	Tottenham	0.50	0 0
32903	S Nethercott	Tottenham	0.50	0 -3
32904	S Billie	West Ham	2.50	+1 -2
32905	M Ripper	West Ham	2.50	-1 -1
32906	S Potts	West Ham	2.00	-2 -2
32907	R Hall	West Ham	1.50	0 0
32908	M Ferdinand	West Ham	0.50	0 0
32909	A Whitbread	West Ham	0.25	0 0
33001	A Reeves	Wimbledon	1.00	0 0
33002	A Pearce	Wimbledon	0.75	0 0
33003	D Blackwell	Wimbledon	0.50	0 0
33004	S McAlister	Wimbledon	0.50	+4 +13
33005	S Fitzgerald	Wimbledon	0.25	0 0

Code	Name	Team	2m	Pts
42701	M Gray	Sunderland	2.50	+1 +19
42702	S Agnew	Sunderland	1.50	+1 +10
42703	A Rae	Sunderland	1.50	0 0
42704	P Bracewell	Sunderland	0.75	0 +11
42705	M Smith	Sunderland	1.00	0 0
42801	D Anderson	Tottenham	5.50	0 +6
42802	R Fox	Tottenham	4.00	+1 +9
42803	D Howells	Tottenham	2.00	0 +8
42804	J Doherty	Tottenham	2.00	0 +2
42805	A Simons	Tottenham	1.50	+1 +6
42806	R Rosenthal	Tottenham	1.50	0 +1
42807	A Nielsen	Tottenham	2.50	+1 +5
42808	P Futre	West Ham	3.50	0 +4
42809	I Bishop	West Ham	2.00	+1 +3
42810	M Hughes	West Ham	2.00	+1 +15
42811	D Williamson	West Ham	1.50	0 +7
42812	J Monaghan	West Ham	0.25	0 +5
42813	S Lashley	West Ham	1.50	+1 +12
42814	R Earle	Wimbledon	4.00	+4 +17
42815	O Leonhardsen	Wimbledon	2.50	+3 +5
42816	M Gayle	Wimbledon	2.00	+6 +16
42817	V Jones	Wimbledon	1.50	+2 +7
42818	N Ardley	Wimbledon	0.50	+3 +13
42819	S Castledine	Wimbledon	0.50	0 0
42820	P Fear	Wimbledon	0.25	0 0

Code	Name	Team	2m	Pts	Diff
50101	S Booth	Aberdeen	4.50	0	0
50102	D Shearer	Aberdeen	3.00	0	+2
50103	W Dadds	Aberdeen	5.00	0	0
50201	I Wright	Arsenal	7.00	0	+1+21
50202	D Bergkamp	Arsenal	7.00	0	+8
50203	J Hartson	Arsenal	3.50	0	+8
50204	C Kiwomya	Arsenal	0.50	0	0
50301	D York	Aston Villa	7.50	0	+8
50302	S Milosevic	Aston Villa	5.00	0	+7
50303	T Johnson	Aston Villa	4.00	0	+8
50304	J Joachim	Aston Villa	2.00	0	+4
50402	K Galloway	Blackburn	3.00	0	+5
50403	C Sutton	Blackburn	2.50	0	+8
50404	G Fenlon	Blackburn	2.50	0	+1
50408	N Gudmundsson	Blackburn	1.00	0	0
50501	P van Hooijdonk	Celtic	7.00	0	+13
50502	J Cadette	Celtic	8.00	0	+12
50601	G Vialli	Chelsea	5.00	0	+3+13
50602	M Hughes	Chelsea	4.00	0	+6
50603	J Spencer	Chelsea	4.00	0	+1
50606	M Stein	Chelsea	0.50	0	0
50701	N Whelan	Coventry City	6.00	0	+1+8
50702	D Dublin	Coventry City	5.00	0	+1+7
50703	P Ndlovu	Coventry City	3.00	0	0
50801	D Sturridge	Derby County	3.00	0	+1+7
50802	M Gabbadini	Derby County	2.00	0	+5
50803	A Ward	Derby County	2.00	0	+1
50804	R Williams	Derby County	1.00	0	0
50902	O Coyle	Dundee United	2.00	0	+1+8
51001	A Moore	Dunfermline	2.00	0	+4
51002	S Petrie	Dunfermline	2.00	0	+1+5
51101	D Ferguson	Everton	8.00	0	+8
51102	G Stuart	Everton	3.00	0	+3+8
51104	P Hird	Everton	2.00	0	+1
51201	J Robertson	Hearts	3.50	0	+5+11
51202	C Cameron	Hearts	3.50	0	+5+11
51203	D Blackford	Hearts	0.50	0	+1+3
51301	K Wright	Hibernian	3.00	0	+1+7
51302	D Jackson	Hibernian	3.00	0	+3+10
51401	P Wright	Kilmarnock	3.00	0	+1+12
51501	A Yeobah	Leeds United	7.00	0	0
51502	I Rush	Leeds United	3.00	0	+6
51503	D Deane	Leeds United	2.00	0	0
51505	M Halsey	Leeds United	2.00	0	+1
51601	S Clarke	Leicester City	2.50	0	+9
51602	E Heskey	Leicester City	2.00	0	+3+13
51603	M Robins	Leicester City	0.75	0	+1
51604	I Marshall	Leicester City	0.75	0	+1+4
51701	R Fowler	Liverpool	9.00	0	+4+11
51702	S Collymore	Liverpool	8.00	0	+2+10
51703	M Cantona	Manchester Utd	8.50	0	+1+14
51802	P Scholes	Manchester Utd	5.00	0	+1
51803	A Cole	Manchester Utd	4.50	0	+1
51804	O Solskjaer	Manchester Utd	3.00	0	+5+11
51901	N Barmby	Middlesbrough	4.00	0	+1+10
51902	J Florio	Middlesbrough	2.50	0	0
51803	J Handrie	Middlesbrough	0.75	0	0
51807	F Ravanelli	Middlesbrough	5.00	0	+2+8
52001	T Coyne	Motherwell	2.00	0	0
52002	D Arnold	Motherwell	1.50	0	+3+12
50401	A Shearer	Newcastle	10.00	0	+15
52101	L Ferdinand	Newcastle	8.50	0	+14
52102	F Asprilla	Newcastle	8.50	0	+3
52103	P Beardsley	Newcastle	5.00	0	+8
52104	P Kinnear	Newcastle	1.50	0	0
52105	D Huckerby	Newcastle	0.50	0	0
52201	D Saunders	Notm Forest	3.50	0	+1+10
52202	B Roy	Notm Forest	3.00	0	+1+1
52203	P McGregor	Notm Forest	1.50	0	0
52204	K Campbell	Notm Forest	1.50	0	+1+8
52205	J Lee	Notm Forest	1.50	0	+3+4
52206	S Howe	Notm Forest	0.50	0	0
52207	A Silenzi	Notm Forest	0.50	0	0
52301	P Durfield	Raith	2.00	0	+1+7
52401	G Durie	Rangers	6.00	0	+3
52402	E Andersen	Rangers	5.00	0	0
52403	A McCollet	Rangers	5.00	0	+8
52501	D Hirst	Sheffield Wed	3.00	0	+1+5
52502	A Booth	Sheffield Wed	2.50	0	+1+12
52503	M Bright	Sheffield Wed	1.50	0	0
52504	G Whittingham	Sheffield Wed	1.50	0	+2+10
52505	O Donaldson	Sheffield Wed	0.50	0	0
52506	R Humphreys	Sheffield Wed	2.00	0	+1+5
52601	M Le Tissier	Southampton	7.00	0	+8+13
52602	N Shipperley	Southampton	3.50	0	+2+8
52603	G Watson	Southampton	1.50	0	+4+8
52604	F Bennett	Southampton	0.25	0	0
52701	P Stewart	Sunderland	1.00	0	-3+1
52702	C Russell	Sunderland	1.00	0	+1
52703	D Kelly	Sunderland	1.00	0	+1+1
52704	L Howie	Sunderland	0.50	0	+1+1
52705	M Bridges	Sunderland	0.50	0	0
52706	B Angell	Sunderland	0.25	0	0
52708	N Quinn	Sunderland	3.00	0	+7
52801	E Sheeringham	Tottenham	8.00	0	+1+8
52802	C Armstrong	Tottenham	7.00	0	+10
52901	P Raduclou	West Ham	3.00	0	+3
52902	I Dumitrescu	West Ham	0.25	0	+2
52903	I Dowle	West Ham	2.00	0	+1+4
52904	A Colbye	West Ham	2.00	0	+1+3
52905	S Jones	West Ham	1.50	0	+2
53001	D Holdsworth	Wimbledon	3.00	0	+1+3
53002	E Ekoku	Wimbledon	3.00	0	+3+12
53003	J Goodwin	Wimbledon	1.75	0	+3
53004	Euell	Wimbledon	0.50	0	0
53005	A Clarke	Wimbledon	0.75	0	+5
53006	M Harford	Wimbledon	0.50	0	0
53007	G Bileaset	Wimbledon	0.50	0	0

[illegible]

THE TIMES

2

INSIDE SECTION

2

TODAY



ARTS

Gene Wilder: a funny thing on his way to the theatre
PAGES 36-38



LAW

Two men and a baby: what is the legal aspect?
PAGES 39-43



SPORT

Isn't it time to come back to England, Jürgen Klinsmann?
PAGES 45-52

TELEVISION AND RADIO

PAGES 50, 51

BUSINESS EDITOR Lindsay Cook

TUESDAY OCTOBER 1 1996

Eurotunnel saved from insolvency

By JONATHAN PRYNN, TRANSPORT CORRESPONDENT

EUROTUNNEL has stepped back from the abyss of insolvency after a marathon weekend round of talks with its bankers that brought the company close to a refinancing deal.

Shares in the debt-laden Channel Tunnel operator were suspended yesterday on the London, Paris and Brussels stock markets "pending an announcement", although the company refused to make any further comment.

The weekend negotiations are believed to have removed several key stumbling blocks standing in the way of a refinancing, and made it possible for there to be an announcement on a deal before the end of next week.

City sources said that while outstanding issues remained to be settled, all the elements of a deal had been agreed in principle. "There is still a gap between the company and the banks but it is bridgeable," said one. The 46 biggest Eurotunnel lenders are expected to meet at the end of the week to consider the latest proposals.

The 112p suspension price values the company, which stopped paying interest on its debts last September, at around £1 billion, compared with its £9 billion of borrowings. The shares have rallied strongly since the spring, when they fell to a low of 62p.

The breakthrough came as two French court-appointed mediators who have been trying to broker an agreement between the company and its 225 lenders, began preparing their report for Jean-Pierre Mattei, the President of the commercial tribunal of Paris.

The President, who has the power to put Eurotunnel into receivership, sent in the mediators, Lord Wakeham and Robert Badinter, in February. Their mandate, which expired last night, had twice been extended to give them more time to find a deal to save the company.

The court is expected to reprimand the two sides for failing to reach an agreement by the September 30 deadline but is likely to stop short of measures that would trigger insolvency. "The only people that would gain from that would be the lawyers," said one City analyst.

City sources said the weekend negotiations centred on the terms of a complex refinancing package that would see up to £1.5 billion of debt swapped for equity, giving the banks up to 49 per cent of the company.

A further £2 billion of debt would be refinanced through a convertible bond that could ultimately give the banks two thirds or more of the equity. The negotiations are being led by the four agent banks — Banque Nationale de Paris (BNP), Credit Lyonnais, Midland, and National Westminster.

Most of the banks in the Eurotunnel syndicate are believed to have made provisions for up to two thirds of their exposure.

National Westminster made a £70 million provision in its accounts last year and the other UK clearers are also thought to have taken heavy balance sheet hits over Eurotunnel.

A tiny fraction of the borrowings has been sold and traded in the "distressed debt" market, where it changes hands at around 33p in the pound.

Eurotunnel's vastly improved trading performance over the summer has helped the bargaining hand of Sir Alastair Morton, the co-chairman of Eurotunnel, who stands down when the refinancing has been completed.

Sir Alastair announced last month that first-half losses had been cut, from £426 million to £371 million, and revenues more than doubled, to £224 million.

The company is expected to be further helped next year by a large rationalisation of the cross-Channel ferry operators aimed at halting the disastrous slide in ticket prices.

House prices up 7% in past year says Nationwide

By ROBERT MILLER

NATIONALE house prices jumped nearly 7 per cent in the past year, according to the latest survey by Nationwide Building Society.

On a monthly basis, prices rose 1.4 per cent in September, compared with 1.7 per cent the previous month. The Halifax, Britain's largest mortgage lender, with more than two million borrowers, is expected to report that house prices are now 5 per cent higher than they were a year ago when the society publishes its own monthly index today.

Anecdotal evidence suggests that the rise in property prices, which was sustained during the generally quiet summer months, is by no means countrywide. Homeowners in certain areas of the UK have seen little movement, and well over 500,000 borrowers are still caught in the negative equity trap, with loans larger than the value of their properties.

Philip Williamson, corporate development director at Nationwide, said: "The apparent strength of house prices in recent months continues to reflect distortions caused by shortages of quality properties in certain sectors of the market, which are giving a short-term boost to prices while severely limiting sales."

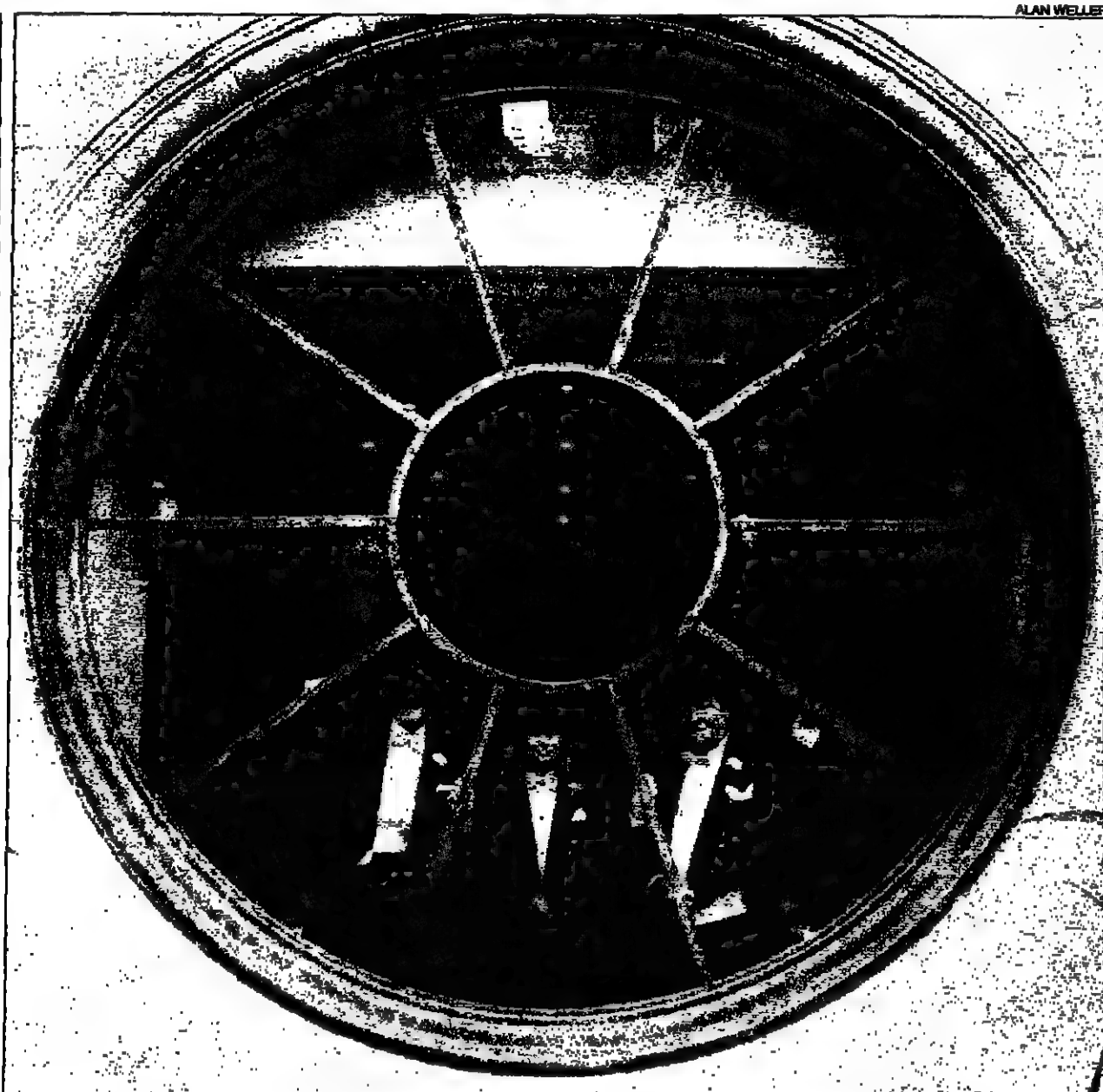
He added: "More significantly, property transactions have been on an upward trend so far this year, with

the most recent figure for August indicating activity is at least back to early 1995 levels. The strength of mortgage lending over the summer suggests this improvement will continue and should gain momentum as more existing owner-occupiers return to the market, alleviating localised supply constraints and resulting pressure on prices."

The average price of a house in September was £54,334 compared with £54,025 the previous month and £50,521 at the start of this year, according to Nationwide.

The exceptional rate of growth in house prices seen in recent months is unlikely to be sustained, however. Even Nationwide admits that while the future for the housing market looks more promising than for some time it would caution against overoptimism, saying "the current upturn has none of the characteristics usually associated with a damaging boom".

Adrian Cole, director-general of the Council of Mortgage Lenders, said recently that if the present housing market trends continued to the end of the year "net lending, the best measure of actual housing market activity, will still only be about as strong as in 1993 and weaker than in 1994, well after the housing market recession had started".



Chef Gerard's Neville Abraham, left, celebrates with Clare White, finance director, and Laurence Isaacson, deputy chairman

Chez Gerard serves up good news

A TENTH restaurant is on the menu at Groupe Chez Gerard, which yesterday unveiled a 23 per cent rise in full-year profits to £2.9 million (Alasdair Murray writes).

The restaurant company, which also owns Bertorelli's and Scotts in London, said it is aiming to open a new Chez Gerard branded restaurant early next year at Bishopsgate, in the City of London.

Neville Abraham, chairman and chief executive, said trading in the first quarter is running ahead of last year and he is positive about the prospects for the restaurant industry. Overall turnover rose 25 per cent to £16.4 million. The total dividend was lifted 17 per cent to 2.8p, with a 1.9p final due November 18.

Republic Industries and ADT scrap \$5bn merger

By ERIC REGULY

ADT, the electronic security and car auction group, and Republic Industries yesterday called off their \$5 billion merger because of recent share price volatility.

The collapse of the deal was welcomed by Western Resources of Kansas, which owns 24.3 per cent of ADT and has been preparing to mount a campaign to prevent the merger from proceeding. Michel Philipp, a Western spokeswoman, said: "We believe that the transaction was not in our best interests because of the volatility in Republic stock."

Republic is a waste management company that is being

transformed into a waste, security, automotive and media conglomerate by Wayne Huizenga, the founder of the Blockbuster video chain and WNX Technologies, the leading waste company.

The merger of Republic and ADT would have created the world's largest provider of electronic security services. Republic was to buy ADT in a share swap. But Republic shares have not stood still since the proposed merger was announced in early July. In mid-June, they peaked at more than \$34 a share, then fell to less than \$20 in August. Yesterday, bolstered by termination of the merger talks,

they rose almost \$2 to about \$25. Michael Ashcroft, chairman and chief executive of ADT, said: "The delay in completing the transaction forced both companies to put business expansion plans on hold. Both companies will now be free to resume their individual business plans."

ADT did not give details of its business plans. Republic said it would proceed with several acquisitions in the waste and automotive sector. The company intends to hold its warrant to acquire 15 million ordinary ADT shares at an exercise price of \$20 a share. The warrant is valid for six months.

GrandMet must pay £36m over Hill sale

By ALASDAIR MURRAY

BRENT WALKER, the leasur company chairman, yesterday claimed a partial victory yesterday in its bitter six-year legal battle with Grand Metropolitan when an independent adjudicator awarded it compensation of £117.5 million.

GrandMet will actually pay only £36 million because Brent Walker withheld £50 million of the total payment, which with interest has now increased in value to £82 million.

The dispute centred on Brent Walker's £685 million acquisition of William Hill, the betting company, from GrandMet in 1989. Brent Walker claimed that GrandMet had overstated profits at its subsidiary and demanded a reduction of up to £250 million in the asking price.

Arthur Andersen, the accountancy firm that acted as an independent adjudicator, decided that GrandMet should pay back £117.5 million because the profits had been overstated. The adjudicator calculated that profits should have been stated at £45.8 million and not the £55 million employed at the time.

Brent Walker said yesterday it would continue to pursue some related claims for legal costs and interest on the award, backdated over six years, which were not covered by the decision. GrandMet has already taken a £20 million charge to cover the legal costs of the dispute.

Eager consumers keep up demand

By JANET BUSH, ECONOMICS CORRESPONDENT

THE consumer sectors of the economy continue their robust growth, with demand for mortgage finance and other types of credit remaining strong in August.

The latest figures further convinced the City that another cut in base rates should be ruled out and helped sterling to another 1996 high against the mark.

The pound jumped to DM2.3865 in early trading, surpassing the previous high for this year against the German currency of DM2.3840 hit on Friday. Sterling was also helped by a surge in the dollar to a two-and-a-half year high against the yen.

Consumer credit jumped by £997 million, higher than economists had expected. Together with July's increase in credit of £1.05 billion — the second biggest on record — this confirmed that, if anything, consumer spending is accelerating. Compared with a year ago, consumer credit is now up by 15.5 per cent, the highest year-on-year gain since the first quarter of 1990.

Net mortgage loans rose by £1.7 billion in August after a £1.6 billion jump in July. Taking mortgages and other credit together, total personal borrowing rose by £2.7 billion and 0.6 per cent in the month. Michael Saunders, UK econo-

mist at Salomon Brothers, said that this is the biggest rise since 1991 and fits in with a picture of big gains in retail sales and house prices in August.

Separate figures published yesterday showed that M0 narrow money supply rose by 0.2 per cent in September, the lowest month-on-month gain since May. M0's annual rate fell to 7.0 per cent from 7.4 per cent.

Although this drop was exaggerated by a sharp fall in bankers' operational deposits, which are notoriously volatile, the latest figures suggest that retail spending may have cooled off a little in September.



The dollar shows its strength to brokers in Tokyo

Words have wings and that's the truth (thanks to seat-back phones in our planes to Florence).

Meridiana
Your Private Airline

For information and booking see your travel agent or phone Meridiana on 0171/839-2222.

Troubled VHI seeks new chief

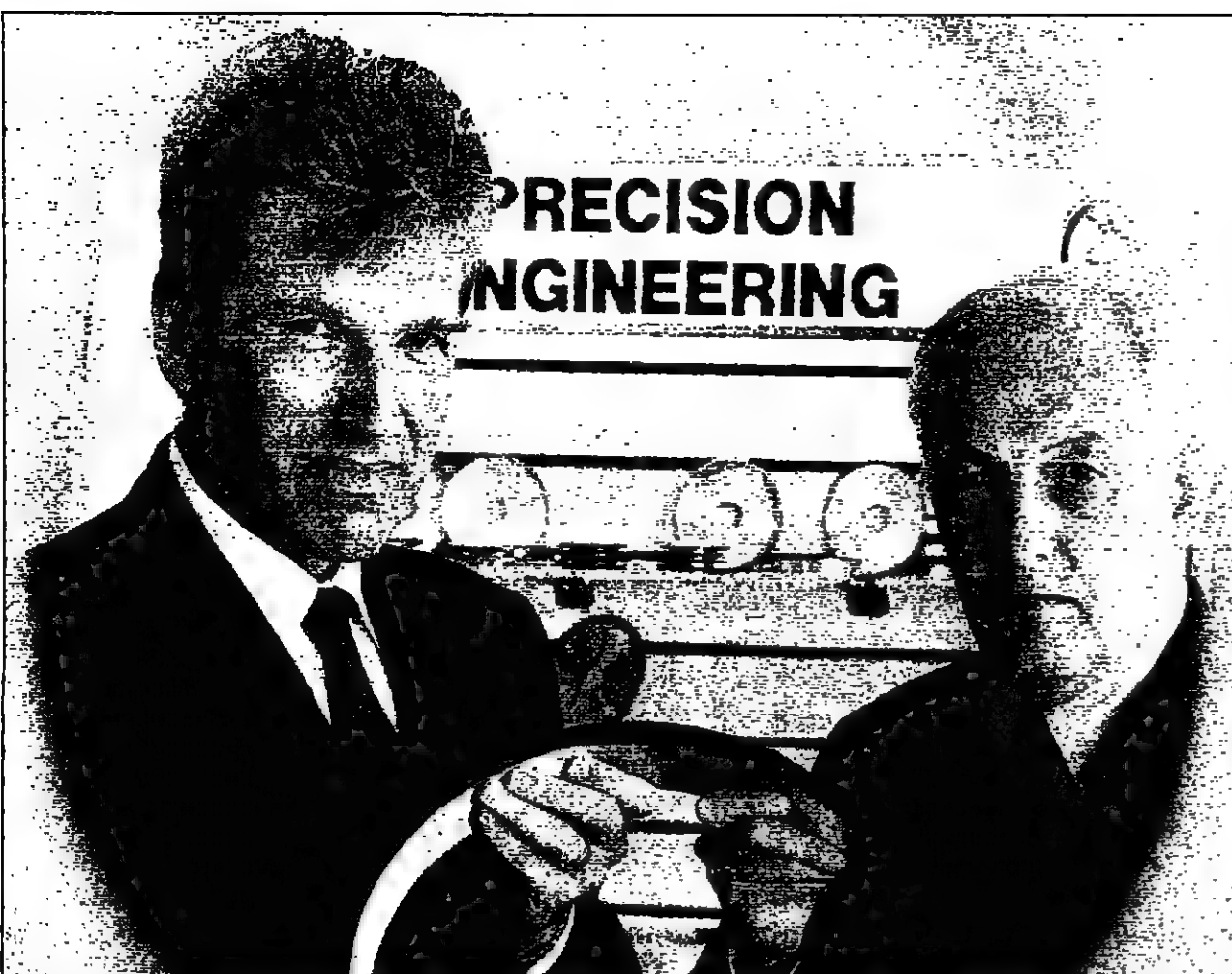
FROM EILEEN MCCABE
IN DUBLIN

THE board of Voluntary Health Insurance (VHI), the Republic of Ireland's troubled private health insurance group, met last night to discuss the appointment of a new chief executive, the third such meeting in less than three years.

VHI, which was set up by the Government in 1957, has come under intense scrutiny recently as a result of a public boardroom squabble over the performance of Brian Duncan, who resigned as chief executive last week. Mr Duncan's predecessor, Tim Ryan, also vacated the post in acrimonious circumstances just over two years ago.

The latest row erupted after a report from a VHI board sub-committee criticised Mr Duncan's management style and called for his contract to be terminated. Mr Duncan left the group after agreeing what is believed to be a very generous settlement package.

The company, which provides private health cover for 1.3 million people in the Republic, has been heavily criticised in recent weeks for increasing its premiums ahead of the rate of inflation. It responded by blaming escalating health costs. However, the main challenge facing the new chief executive — expected to be in place within the next few weeks — is likely to be how to respond to the planned entry into the Irish market by BUPA, the British private health insurance group.



Richard Hall, Unicorn's technical director, and David Rimmer, the chief executive, are facing stiffer competition

PRECISION ENGINEERING

Unicorn flat at half time

BY FRASER NELSON

CONSOLIDATION in Britain's DIY sector held back profits at Unicorn, the abrasives manufacturer, which turned in flat results for the six months to June 30.

Rising raw material prices hit margins in its UK retail business, which the company said was further hampered by stiffening competition. Weak demand from France and Germany held back sales to continental Europe, which fell slightly to £17.6 million. Overall, turnover rose 2.7 per cent to £53.2 million.

After strong results from North America and Sweden, group pre-tax profits were £3.55 million (£3.4 million), which took earnings from 6.5p to 7p per share.

Lindsay Bury, Unicorn's chairman, said that his European order book was tightening in some sectors, but said its operations in North America continued to perform strongly.

A maiden interim dividend of 2.05p is due on November 5.

BUSINESS ROUNDUP

Unit trust funds hit £128bn peak

A BUOYANT UK stock market in August helped to swell unit trust funds under management by nearly £5 billion to a record £128 billion, according to new figures published today. The Association of Unit Trusts and Investment Funds (Autif) says net sales of unit trusts were £665 million compared with £609 million in July. Net new retail investment by private investors, however, was £346.7 million, the lowest monthly figure so far this year — although the number of unitholder accounts increased to 7.7 million against 7.5 million in July.

Sales of unit trust personal equity plans (Peeps) again helped to boost the overall Autof figures, with net sales of £307 million compared with £246 million a year ago and £379 million in July. Autof also confirmed that its performance category committee has asked data providers to delete Morgan Grenfell's European funds from any comparative performance data, including league tables, they supply.

Celsis buys Lumac

CELSIS INTERNATIONAL, the specialist in microbial testing, is buying Lumac, the Swedish testing company, for £11.22 million, the deal to be funded by an £11.1 million rights issue. The seller is Perstorp, which will take £10 million in cash and £1.22 million in shares. The three-for-20 rights issue is priced at 100p per share, against yesterday's closing price of 112p, down 1p. Arthur Holden, the chief executive, said the deal provided "an excellent opportunity". Celsis was floated in 1993 and has seen annual sales rise from £274,000 to £5 million.

DCS exceeds forecasts

SHARES of DCS Group rose 28p to an all-time high of 225½p yesterday after the business software company's profits almost quadrupled to £2.37 million. The results, sharply ahead of City forecasts, include a full-year contribution from CSI, bought for £8.2 million in June 1995. In the year to June 30, sales rose from £8.2 million to £30.4 million. The resignation of three directors in March cost £297,000, after which earnings were 8.31p per share (5.02p). Analysts were yesterday forecasting profits of £4.2 million for the year to December 31. A final dividend of 1p, due December 2, makes a year total of 1.5p (1p).

New Ducati ownership

DUCATI MOTORS, a newly formed joint venture between Claudio and Gianfranco Castiglioni and a group of investors led by Texas Pacific Group, has bought the assets of Ducati motorcycles from the Castiglioni brothers and Cagiva, their family company. Texas Pacific, based in San Francisco and Fort Worth, Texas, manages TPG Partners, a \$720 million private investment partnership that specialises in corporate acquisitions. Ducati employs 570 people. Sales of Ducati motorbikes grew annually by 25 per cent between 1990 and 1995, reaching about £127 million in 1995.

Third chair for Wallis

STUART WALLIS, the former chief executive of Fisons, the pharmaceuticals company, today becomes chairman of Yorkshire Group, the maker of dyes, tanning materials, pigments and inks. This is his third appointment since Fisons was bought by Rhône-Poulenc Rorer of France late last year. Mr Wallis is non-executive chairman of Scholl, the footwear and footwear group, and Sheffield Forgemasters, the steel company. Mr Wallis said: "This will be my last chairmanship for a while, but I would ultimately see myself having half a dozen of them."

Labour's plan for regulators puts utilities shares in the red

BY PHILIP BASSETT, INDUSTRIAL EDITOR

SHARES in utilities fell sharply yesterday after Labour said at its party conference in Blackpool that it would make protecting consumers' interests the top legal priority for industry regulators.

At present the utility regulators have to ensure that the utilities carry out and finance their job adequately, offering a reasonable rate of return on their capital.

The fundamental change in the regulators' role was announced for statutory regulators of the gas, water, electricity and telecommunications industries.

However, the utility regulators are likely to mount a sustained campaign against the reforms, arguing that the current regulatory regime remains the most appropriate means for controlling the utilities' prices and other policies. Margaret Beckett, Labour's

Shadow Trade and Industry Secretary, announced the change during Labour's economic debate. She said Labour wanted to take a "fresh look" at the methods of the regulators "to stop the customer from being ripped off", as well as to ensure proper investment in the utilities themselves.

"A Labour government will change the law to ensure that the regulators of the utility industries have a primary duty to protect customers' interests, the interests of members of the public, along with their duties to promote competition and ensure financial viability."

What Labour plans to do would involve altering the legislation governing the regulators' operations. In the water industry, for example, the general duties of Ian Byatt, the director general of water services, are laid down in the Water Industry Act 1991, which makes clear that he has

to ensure the water companies can carry out and finance water and sewerage functions. In particular, on finance the act makes clear that the regulator should ensure that companies secure a "reasonable" rate of return on their capital. Only after these duties have been secured has the director a further duty to customers, described by the regulatory body Ofwat as "secondary" and which specifically does not outweigh the regulator's primary duties on provision of services and financing. Other regulatory bodies have similar operating regimes.

While Labour would maintain the regulators' duties on funding and services, party leaders plan to boost the status of the regulatory provision on customers' interests to a primary duty.

Market report, page 30

R-R wins \$155m port deal

BY FRASER NELSON

ROLLS-ROYCE has won a \$155 million contract to run a port terminal in Argentina in a joint venture with Mersey Docks and Harbour.

Under a 12-year deal with Siderar, an Argentinian steel producer, the two will operate an import and export terminal handling iron ore, coal and

steel on the River Parana, 150 miles north of Buenos Aires. The contract marks both the first joint venture and first non-UK port deal for Clarke Chapman, Rolls-Royce's materials handling arm. While both companies will have a 50/50 share in the proceeds from the venture, Mersey

Docks will play a managerial role while Rolls-Royce will put up the new equipment. The venture is to run under the name of Clarke Chapman-Portia Port Services. Barry Morgan, Clarke Chapman's managing director, said that the deal was the largest port contract won by Rolls-Royce.

to ensure the water companies can carry out and finance water and sewerage functions. In particular, on finance the act makes clear that the regulator should ensure that companies secure a "reasonable" rate of return on their capital. Only after these duties have been secured has the director a further duty to customers, described by the regulatory body Ofwat as "secondary" and which specifically does not outweigh the regulator's primary duties on provision of services and financing. Other regulatory bodies have similar operating regimes.

While Labour would maintain the regulators' duties on funding and services, party leaders plan to boost the status of the regulatory provision on customers' interests to a primary duty.

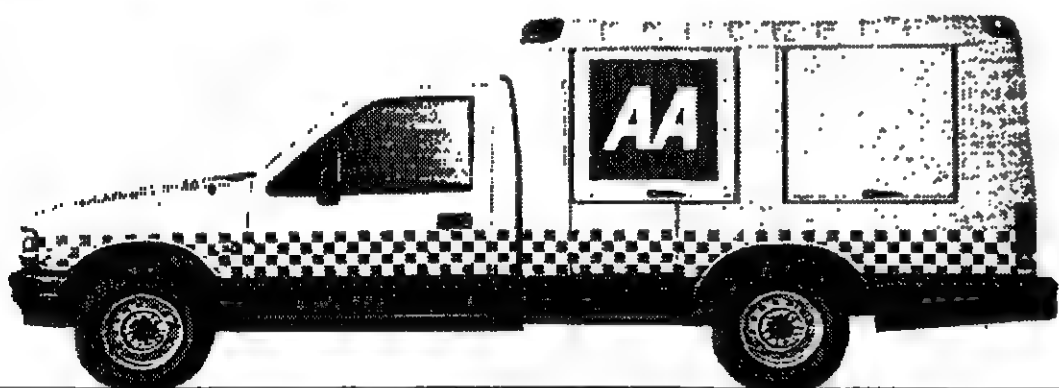
Market report, page 30

TOURIST RATES

	Bank Buys	Bank Sells
Australia \$	2.08	1.80
Austria Sch	17.75	16.25
Belgium Fr	51.38	47.58
Canada \$	2.25	2.075
Cyprus Cyp£	0.782	0.708
Denmark Kr	8.71	8.91
Finland Mk	1.68	1.54
France Fr	8.45	7.80
Germany Dm	2.53	2.32
Greece Dr	301	268
Hong Kong \$	12.71	11.71
Iceland	115	95
Ireland Pt	1.65	0.95
Israel Shk	5.40	4.75
Italy Lira	1.487	2.32
Japan Yen	187.00	171.00
Malta	0.625	0.550
Netherlands Gld	2.822	2.550
New Zealand \$	2.38	2.16
Norway Kr	10.70	9.80
Portugal Esc	202.50	226.00
S Africa Rd	7.85	6.95
Spain Ptas	208.50	193.50
Sweden Kr	10.67	10.17
Switzerland Fr	2.03	1.81
Turkey Lira	145000	137000
USA \$	1.859	1.550

Rates for small denomination bank notes only as supplied by Barclays Bank PLC. Different rates apply to traveller's cheques. Rates as at close of trading yesterday.

BUSINESS BREAKDOWN COVER



FROM £32.98* ON THE ROAD

Switch your company's breakdown cover to the UK's largest patrol force

Every 7 seconds the AA helps another driver.

In most cases we get them back on their way again — there and then. Because the AA has the resources to help the patrol that's helping the driver.

From £32.98* a year for each vehicle, doesn't it make business sense to have the AA look after your own drivers?

- 24 hour roadside assistance and recovery
- Range of services to suit your business
- Optional European cover available
- Dedicated teams to handle your enquiries

For an instant quote or more information on AA breakdown services for business, call FREE on:

0800 55 11 88

and quote reference 0239

*Best of Fleetwide 5 which includes Roadside and Home Start for 2-15 vehicles.

Please send me more details about how the AA can help my business drivers from as little as £32.98* a year.

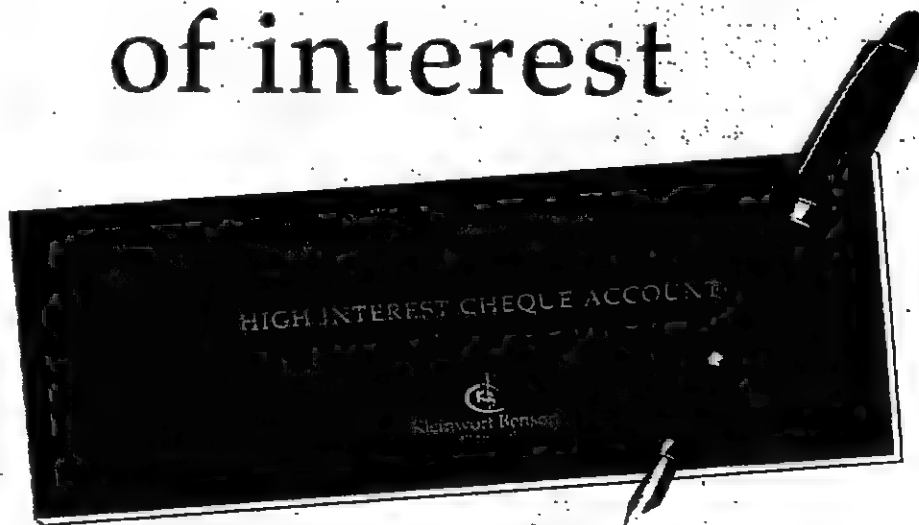
Name _____ Tel. No. _____
Job Title _____ Number of company vehicles _____
Company _____ Do you currently have breakdown services? ☐ YES ☐ NO
Address _____ If "YES" which service do you use? _____
Postcode _____ When does the membership expire? / / 19__



POST TO: AA Business Direct, FREEPOST, Panm House, Dog Kennel Lane, Halesowen, West Midlands, B63 3BT

HIGH INTEREST CHEQUE ACCOUNT

Our cheque book is attracting a lot of interest



- Interest paid monthly (5.12% gross compounded annually)
- Instant cheque book access to your money
- Minimum balance £2,500

5.00%

Variable gross daily interest rate

Call Luke Costanzo free on 0800 317477

Name: _____

Address: _____

Post Code: _____ Tel: _____ I am interested

in depositing £ _____ (minimum deposit £2,500) T1 10



Kleinwort Benson
PRIVATE BANK

Kleinwort Benson Private Bank
PO Box 191 10 Fenchurch Street London EC3M 3LB
Kleinwort Benson Private Bank is a Division of
Kleinwort Benson Investment Management Limited
Registered in England Number 2084420
Member of the Dresdner Bank Group

Rates correct at time of going to press

هكذا من الأصل

□ Hydro deal failure is bad news □ Restructuring looks inevitable at Eurotunnel □ Unblocking the company reporting jam

Knocked out by sleeping Gas

□ CUSTOMERS and shareholders of British Gas alike had better wrap up warm, because it is going to be an awful winter. The abandonment of talks with Scottish Hydro-Electric over the sale of gas supply in Scotland and the north looks like the harbinger of much worse weather to come.

It is always hard to get a handle on just how bad things are at British Gas because the company is, how can one put this tactfully, inclined to minimise its public utterances the extent of any problem. A useful rule of thumb is to multiply the admitted damage fivefold to tenfold.

Certainly, calls to this paper from Gas employees past and present since the computer chaos was first revealed on these pages suggest that the first week of severe frost is going to be very bad news for anyone who then needs their central heating fixed. Meanwhile, the software chaos that is sending red notices and threats of disconnections to the fiscally blameless is clearly deep-rooted and possible widespread.

Time alone will tell. The failure of the Scottish Hydro deal is seriously bad news for the company, because it was a way out of an area that makes unacceptably low profits. It also put a clear value on the British Gas Energy business being demerged, which Gas says the

City undervalues, and obtained some shareholder value for the inevitable loss of market share to full competition in 1998. Such a move might reasonably have been followed by the off-loading of other bits of the supply business. There would be no shortage of buyers — most of the electricity industry is queuing up to get into gas supply.

Now British Gas is stuck in a business that it is clearly not committed to ahead of full competition and the arrival of some very committed new players. Hydro is unlikely to be happy at the abrupt end of the talks. None of the reasons for the breakdown in negotiations make much sense. Gas was waffling yesterday about regulatory and commercial hurdles but unclear what these were. Clare Spottiswoode, the regulator, has apparently said that any sale to Hydro might require her to issue, horror of horrors, a consultative document. Given that the company is heading for a full Monopolies and Mergers Commission inquiry some time this week over charges for use of the pipeline business, TransCo,

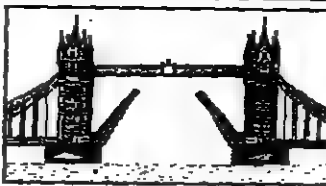
this would seem to be only a minor outbreak of hostilities.

The simple fact is that British Gas, below the senior board members who are still focused on the necessary strategy, is paralysed, in no fit shape for that strategy to be carried out. It lacks the means and the management to carry out the necessary accounting and due diligence needed before any deal could take place. Consider this: in the light of the billing shambles, how can you put a fair value on the business when you have no way of knowing just how much, at any given time, your customers owe you?

Heading out of the tunnel at last

□ THERE is an awful inevitability about the passing of yet another deadline for Eurotunnel's rescheduling of its £9 billion of debt. Nothing yet on the Channel Tunnel has run to time, from building to starting up the various services: why should its financial death throes not be equally protracted?

PENNINGTON



There is an equal inevitability about the settlement that will eventually be reached, and the loss by ordinary shareholders of half or more of their voting power. What is being searched for is some way of ensuring, in headline terms alone, that those shareholders appear to come out on top while giving the banks, the true owners, what they want. The squaring of this particular circle has been achieved. The co-chairmen, Sir Alastair Morton and Patrick Ponsolle, will emerge with a slip of paper "proving" that shareholders have hung on to 51 per cent of the shares and are therefore nominally in control. A convertible share issue to the banks, meanwhile, in return for forgiveness of

some more of the debt would put them potentially in control. Result: saving of both face and company. What is being argued about now is the price at which those shares will convert, and the date. Too rapid or too cheap a conversion could bring further trouble from shareholders.

There are any number of compelling reasons why both sides, after a few more days/weeks/months of talks just to prolong the agony, will eventually settle. The tunnel is, operationally, a surefire success, with 45 per cent of the cross-Channel market and revenues that doubled this summer. But the ferry operators are marshalling for a counter-attack, and management effort should be concentrated on this. There is, simply, no upside in the talks collapsing.

The downside is horrendous, the ultimate lawyers' paradise. French shareholders suing French banks, French banks suing British banks, this small shareholder group suing that... it would be a straight run of Lloyd's of London, a nightmare that arose out of combined losses

that were actually less than Eurotunnel's debt and one that the various protagonists are only just awaking from.

Preposterous preliminaries

□ ANALYSTS may be grossly overpaid, and nine out of ten no use to anyone, but they do suffer for their art. A survey by KPMG of companies' preliminary results came across one announcement 77 pages long. Add a presentation by a nit-picking chief executive taking in every single factory, every blessed brand, every market worldwide, good for another 45 minutes, and then the question-and-answer session that can easily clock up another hour. Small wonder so much brokers' research fails to see the wood for the trees.

Now KPMG suggests, quite seriously, that this plethora of "preliminary" information so resembles the full accounts that appear a few weeks later that the two might as well be rolled into one. There is little in those accounts except the inevitable

press reports of "fat-cat" pay packages, says KPMG, and this is "tangential to the main purpose of financial reporting". Perhaps, but it would be a shame to lose them.

Fair point, even if it fails to address the main problem with company reporting, the bunching of thousands of important trading statements into a reporting season lasting just two or three weeks. Inevitable if most companies must insist on a December financial year end, this does leave analysts and shareholders, both private and institutional, badly served.

Pricked balloon

□ PENICILLIN, the compass, the internal combustion engine... they all paled into insignificance after the AIM debut in January of "the world's first process to convert ordinary latex balloons into balloons that can be sealed without tying a knot". This is not to be read as an investment recommendation. Self Sealing Systems has yet to make a cent, the share price has sadly detoured since and yesterday the company decided to license the process rather than go it alone. But for the inventor of the "eversion technique" and the even more sublime "surface refreshing technique", a Nobel Prize, surely?

Britannic to back Refuge merger plan

By MARIANNE CURPHEY

THE proposed merger between Refuge Assurance and United Friendly looked increasingly likely yesterday after two of Refuge's major investors, who hold 16 per cent of shares, decided to back the deal.

Britannic, which has a 10 per cent stake in Refuge, announced it would vote through the proposals. Prudential, with 6 per cent, is believed to have reached the same decision after Refuge published details of an improved offer yesterday. Britannic had initially expressed reservations about the deal and was among a number of major shareholders, including Prudential and Perpetual, who felt that Refuge shareholders were being short-changed because the deal failed to take into account Refuge's estimated £450 million of orphan assets.

However, Refuge bowed to shareholder pressure and set out the details of an improved offer, designed as a sweetener to quell opposition.

Phoenix Securities, Refuge's

adviser, has invented a new security, which will be transferable but not listed on the stock market. It will entitle Refuge shareholders to receive any extra value in Refuge's ordinary branch fund should orphan assets be identified.

John Cudworth, Refuge's chief executive, said he did not believe there were any more orphan assets to which shareholders are entitled. Perpetual said it was "discouraged by some omissions" but added it was still considering the revised offer.

Under the improved offer, which will be formally proposed at an extraordinary meeting on October 16, Refuge shareholders will receive three new securities for every one Refuge share held.

The new security will be in the form of convertible deferred shares of 1p each. They would be able to be traded separately and any additional value would be represented by conversion of the security into new ordinary shares of the merged Refuge and United Friendly.

Guardian group falls

By ERIC REGULY

GUARDIAN Media Group, owner of The Guardian and Observer newspapers, yesterday reported a 26 per cent fall in pre-tax profits to £20.1 million in the year to March 31 on turnover of £301.8 million, up 5 per cent.

Profits were hit by £4.7 million redundancy charges and a £10.3 increase in newspaper costs. GMG, owned by

the Scott Trust, a charitable body, did not disclose results of the various divisions, but Observer losses are thought to be running at about £500,000 a month, down from as much as £1 million a month last year. DMG said prospects "look better" because newspaper prices are easing, while circulation of many of its regional papers is on the rise.

Travel as many times as you like from £59 a year.

Take out American Express annual travel insurance and you can make £59 go a long way. Because one payment means you can take an unlimited number of trips throughout the year.

And now you don't have to be an American Express Cardmember to enjoy this extra security.

Example Travel Insurance Rates

	Individual Under 65s	Family 2 adults & 2 children
Single trip cover Europe up to 17 days	£26.50	£57.00
European annual cover Up to 31 days per trip	£59	£95
Worldwide annual cover Up to 31 days per trip	£89	£127

Annual cover includes 17 days winter sports cover, saving you around £55. Rates are available for those aged over 65 years.

To enrol, call the number below between 9am and 8pm Monday to Friday or 9am to 5pm on Saturday quoting reference 1K3

0800 700 737

Certain exclusions and eligibility limitations apply. Policy Terms and Conditions are available on request.

Insurance Services

The car that performs as well on paper as it does on the road.



EDS. We don't just see things, we see things through.

To be more successful in increasingly competitive international markets, Saab wanted to improve productivity and quality even further.

They entered into a CoSourcing relationship with EDS to help take their strategic planning through to its natural conclusion and turn their vision into reality.

As a result, the production process was restructured, cutting the time it took to build a car in half while quality improved measurably. So what's the bottom line? Well, Saab are extremely happy because they're now building cars more profitably.

And Saab owners are delighted because they're driving higher quality vehicles.

► A more productive way of working

EDS

THE TIMES CITY DIARY

Hollywood endorsement

GOOD news for Sir Richard Greenbury, chairman and chief executive of Marks & Spencer: Joan Collins, famous for her Dynasty-size shoulder pads and power suits, boasts in the latest issue of *Good Housekeeping* that she buys some of her best outfits in the high street store. Collins said: "Yesterday I wore a little M&S T-shirt and friends said: 'So chic, darling! If it's beautifully cut, why should I care about the chainstore label?'"

WHO will be left at Brunswick after yet another minion flies to the political forest? The latest to leave the PR firm is 25-year-old Andrew Honnor, an Exeter University graduate who has been appointed special adviser to Virginia Bottomley, the National Heritage Secretary. Not bad, Andrew — look what happened to John Birt, Conservative candidate for Buckingham, and Robert Creighton, chief executive of the Great Ormond Street Hospital for Children.



Bottomley: recruiting

Local difficulty

A ROW has broken out between commodity traders and Liffe, the newly merged futures and commodities exchange in London. Some 30 traders, known as "locals", have made claims that Liffe and the former London Commodities Exchange owe them up to £10,000 each. Alan Gloyne, a local on the coffee floor, said: "The treatment we have received has been grossly unfair. They simply sidelined us. The LCE should have had its house in order before it merged with Liffe."

Business model

WENCHE Marshall Foster, who stands down as chairman and chief executive of Perrier Vitell in December, was once the face of Royal courtier Norman Hartnell. In England to learn the language, Marshall Foster ended up on the catwalk in Hartnell's west London salon. Still in her early 20s she gave it up before it gave her up, to join a sales promotion company. Perrier was one of her clients.

Air guitarist

AT AN impromptu performance in Yorkshire, Harvey Goldsmith and Ed Simons, chairman and chief executive of Allied Entertainment, proved their worth at the weekend. To announce their decision to join Supermedia UK as non-executive directors, they flew in by helicopter for the photo-call at the 100-acre site that is being turned into the world's biggest sporting and entertainment facility under one roof. On landing, a photographer thrust a guitar into Goldsmith's hands. It was right-handed, Goldsmith is left-handed, and the concert promoter can't play a note.

Confusion at Financial Television yesterday, where the switchboard was alive with callers. They wanted to know why Thursday's headlines were appearing on their screens? Was it the symptom of a good weekend? No, a technical switching problem.

MORAG PRESTON



Children in every state school will be able to use online computers under BT's controversial deal with the Labour Party if it wins the next election

How business and Labour are staying on the line

A year after Blair announced the BT deal, Philip Bassett assesses developments

When Tony Blair, the Labour Party leader, today gives his keynote address to Labour's annual conference, business leaders will be watching closely for anything like his announcement a year ago today of a new deal between Labour and BT.

Mr Blair's BT announcement provoked a storm of controversy. He said a future Labour government would introduce a different regulatory regime for BT over broadband communications, while in return BT would link up for free all the public institutions, including schools, hospitals and libraries, which its cable-laying programme took it past.

Politically, for the Conservatives, the message was brutally clear. Here was one of Britain's biggest and most successful companies, and one in particular which had benefited hugely from the Conservatives' privatisation programme, in effect setting out its view that Labour, rather than the Conservatives, would win the next election.

Faced with such unequivocal nailing of colours to the mast, the Conservatives launched a ferocious and sustained counterattack, led by Ian Lang, President of the Board of Trade, but undermined when the deal was backed by a former Conservative Party chairman, Lord Tebbit, in his role as a BT director.

The Government said Labour's move

was fundamentally anti-competitive — Labour trying to set up in advance a tight little cartel that would be of no benefit to business, with ministers emphasising that such an approach showed how little even Mr Blair's new Labour understood the real operation of the commercial marketplace. But Sir Iain Vallance, now BT's chairman, remained undeterred. Photographed carefully with Mr Blair in his hotel suite, BT's boss and BT generally stood its ground, insisting that the deal was good for its business, and good for Britain.

Now, a year on, where does Labour's controversial BT deal stand? The most significant point about it, both BT and Labour leaders believe, is precisely that the deal is unaltered by the attacks it received: a clear agreement that, in line with the recommendations of the Commons Trade and Industry Select Committee, BT will be given what it sees as the same access as some of its competitors to new information and entertainment networks. Geoff Hoon, Labour's information technology spokesman, and the frontbencher designated by the party leadership to be the principal conduit

for business and Labour, acknowledges that Labour was surprised about how much of an impact the BT deal had. However, he says its public-private mix, with the State as an enabler of successful business, is a model of government activity which business appreciates.

What Labour has done since the deal was announced, apart from maintaining contacts with BT, is to reassure the cable companies that they would not be either excluded from or disadvantaged in the information superhighways of the future under a Labour government.

"We very much acknowledge the cable companies' contribution," says Mr Hoon, who yesterday in Blackpool addressed a fringe meeting on new technologies. "They have wired up schools and other institutions as they pass them too." He emphasises that what Labour is doing in its BT deal is making sure that the market is fully open, rather than seeing a leading player such as BT excluded.

For its part, BT remains satisfied with the arrangement. Senior managers have done little over the past year to take it forward, resting instead on the know-

ledge that an arrangement is in place which will, if Labour is elected, give the company what it regards as vital market access rather more quickly than the Conservative Government intended.

Business will be looking today not necessarily for another BT-style business rabbit to be pulled from the leader's speech hat by Tony Blair, but will be listening to him attentively to see how close to business — and even further away from the trade unions — he will seek to shift the party.

That business and Labour are now closer than probably at any time in the party's history is clear. The Confederation of British Industry yesterday staged its first-ever fringe meeting at the Labour Party conference, although Adair Turner, the CBI Director-General, was quick to point out that the CBI will follow it with a similar meeting at the Conservatives' conference in Bournemouth next week.

The Institute of Directors has a stand at Labour's conference this week, and officials from all the main business bodies were in Blackpool yesterday to hear Labour's views on the economy.

Business may still be doing no more than buying insurance in the event of a Labour victory at the general election; but if BT's deal with Labour is anything to go by, it may be a purchase well worth business making.

Oliver August on the battle to stamp out the world's 'third-largest industry'

According to the myth, the term money laundering derives from Al Capone's practice of using a string of coin-operated laundrettes in Chicago to disguise his revenue from gambling, prostitution, racketeering and violation of the Prohibition laws.

It's a nice story, but not true. Money laundering is so called because it perfectly describes the process of removing the stains and smells which the money acquires when the gangsters earn it.

In his book *The Laundrymen*, Jeffrey Robinson said: "The source of illegally obtained funds is obscured through a succession of transfers and deals in order that those same funds can eventually be made to reappear as legitimate income."

Kenneth Clarke, the Chancellor, has now thrown his weight behind the fight against such practices and is trying to stamp out this "third-largest industry worldwide". Already in party conference mood, he said: "Money launderers are criminals. They must be stopped in their tracks, caught and punished."

He told Commonwealth finance ministers at their meeting in Bermuda last Thursday that money laundering poses a serious threat to the economic health of their nations. "It is a concern that can only be addressed on a fully international basis," he said.

"Professional criminals seeking a safe harbour for their criminal proceeds will always locate the weakest links



Coining it: Al Capone, left, and his cronies used laundrettes to legitimise dirty money

Governments gunning for money launderers

in the anti-money laundering chain. So countries which have not yet put the necessary protective measures in place will find themselves attracting the wrong sort of business, not only from fraudsters and crooks, but also from criminals that properly regulated centres have turned away."

The Treasury sent Mr Clarke to Bermuda with more than just a speech. He unpacked in front of his colleagues what the Treasury

calls an "anti-money laundering tool kit". This was a list of measures which the Treasury found useful and, so it claims, won the war against the money scrubbers in Britain.

Understandably, the list is not made public. The money launderers are thought to be sophisticated enough to follow the Chancellor's pronouncements. All that he would say is that the tool kit would provide "guidance on how to introduce and implement effective anti-

money laundering legislation and systems".

But by looking at the factors which led to the recent growth in the laundrymen's activity, the nature of the measures is obvious. Tax regulation and supervision attracts dirty money like nothing else. Young stock markets in developing countries are easy prey for criminals versed in the art of accountancy.

The existence of tax havens also influences the flow of

money. As long as criminals can hide their profits in secret off-shore accounts, they will have the breathing space to find new holes in the legislative fabric put up to stop them. This is where Britain will find it harder to lecture the rest of the world. A former legal adviser to M15 and M16 recently called on the Government to abolish banking secrecy in its dependent territories. David Bickford said: "There appears to be no justification at all for off-shore bank secrecy other than to protect criminals."

Many developing countries turn a blind eye to money laundering, or postpone change, because they believe the funds will generate prosperity. However, a new IMF working paper argues that driving out the dirty money would actually increase prosperity. Vito Tanzi, the author, says that the presence of this money in the system diminishes economic efficiency. Scarce resources are not allocated according to fundamentals but in response to cash flows determined by criminals who make investment decisions for wholly different reasons.

Al Capone may decide to invest in laundromats, not because they will yield a good return, but because they clean up his dirty proceeds. The ensuing laundry boom, which must crash when Capone goes to jail, will draw away resources from, say, ice cream parlours or book shops. If the good burghers of Chicago had known, they would have had another reason to fear Capone.



ANATOLE KALETSKY

Labour needs to get real

Alas, poor Gordon. Flying to the Labour Party conference in Blackpool straight from the annual meeting of the International Monetary Fund in Washington put Gordon Brown's last big speech to the party faithful as Shadow Chancellor in an interesting perspective. Mr Brown's long speech covered every area of policy — education, training, environment, industrial policy, health and social security — apart from the ones he will actually have to deal with when he graduates to the real job.

The proper finance ministers in Washington may pay lip service to the "supply side" but they devote all their real energies to the standard macroeconomic issues: currencies, budget deficits and interest rates.

Mr Brown's desire to dodge such issues is understandable: why give hostages to fortune? The trouble is that he seems genuinely to believe that most of his time as Chancellor will be spent on supply-side nostrums. As a result Labour is totally unprepared for a huge economic challenge that could face it in office — a challenge which the delegates at Blackpool, from Mr Brown downwards, do not even have the mental equipment to imagine.

Almost everyone in Blackpool believes that a new Labour government will face a run on sterling and may have to respond with a sharp increase in interest rates. What they cannot even begin to imagine is a run on the currency caused by speculators scrambling to buy pounds.

Ridiculous? Not to judge by the only question I was asked in Washington about Britain: "Does Labour have any plans to prevent a surge in sterling after the election?" The question came from one of the shrewdest economic observers I know, who works for a big American hedge fund. It did not surprise me at all, but Labour has only one answer: "We should be so lucky".

Yet, after the election, all the classic conditions for a surge in sterling will be in place: a strong domestic economy, rising consumer confidence, a stable government, low inflation and interest rates much higher

than in the rest of Europe. Now add in Mr Brown's eagerness to demonstrate his anti-inflationary virility by raising interest rates immediately after the election and we have all the components for a speculative vicious circle.

If the rise in interest rates sucked in foreign money it would be hailed as a vote of confidence in "new" Britain. Thus the stronger currency would boost domestic confidence as well as real incomes and consumption (as in the mid-1980s). Mr Brown, determined not to repeat what he sees (incorrectly) to be the mistakes of the 1980s by allowing a consumer boom, would respond by hiking interest rates again — pulling in more foreign money and giving the vicious circle another spin.

Now for the real nightmare. Suppose a Labour government also declared itself for monetary union. The speculators would then see the proverbial one-way street. The post-election currency surge in 1979, 1987 and (briefly) 1992 were followed by a widening trade deficit and eventual currency collapse. But if Britain joined EMU in 1999, or shortly after, speculators would be spared even that danger. With Britain offering higher interest rates than Germany and France, while the prospect of EMU eliminates the currency risk, there would be no limit on how far the pound could rise.

In principle, Mr Brown could avoid such a disaster. He could refrain from raising interest rates after the election, even if consumption was worryingly strong. Instead he could show he was serious about inflation by tightening fiscal policy. So the answer to the hedge fund operator's question is obvious: Mr Brown could avoid a sharp rise in sterling. He could raise taxes and cut public spending straight after the election. He could rule out membership of EMU. And, if necessary, he could cut interest rates against the Bank of England's advice in the midst of a consumer boom. And the skies above Downing Street could be filled with flying pigs.

THINKING OF
SETTING UP
YOUR OWN
BUSINESS?
GET THE FACTS
YOU NEED
FREE FROM
LLOYDS
BANK

It takes courage to start your own business, but you can feel more sure of success if you get information and support from Lloyds Bank. Take your first step today — call us, and we'll send you a free copy of the Penguin Small Business Guide (usual retail price £16). This highly-acclaimed handbook to starting and running a business has already sold over 500,000 copies.

Call 0845 00 33 77 now
or visit our website at www.lloydsbank.co.uk



THE THOROUGHbred BANK

Lloyds Bank Plc, 71 Lombard Street, London EC3P 3BS

Go straight to top for better service

From Mr Geoff Wilson
Sir, I strongly disagree with Mr Roger Wood's letter ("British Gas defends the quality of a phone service under pressure", September 26).

My wife and I have been trying to contact the British Gas Service Centre (01784 451411) over the past three weeks. Of the numerous calls made, only two have been answered by the customer service agent (CSA). In spite of the CSA's promise to get an engineer to our home (on two separate occasions), no one called! Even a letter to British Gas from my wife dated

September 12 remains unanswered.

I sympathise with Richard Fortin's letter ("All lines of communication exhausted", September 26): what do I do next? I faxed Mr John Evans, customer relations manager on 01784 899050. Mrs King telephoned me within an hour and booked an appointment for an engineer to call at our home today: a choice of morning or afternoon. Mrs King? Is she related to the King who did wonders for BA's service image. Yours faithfully, GEOFF WILSON, 143 Elborough Street, SW8.

I don't seem to be able to get through to British Gas

From Mr John Stevenson

Sir, Well done, Pennington (Under Pressure Again). Yesterday I telephoned British Gas more than 30 times over a period of three hours. I only wish I had only had to make "two or three phone calls" to

get through. I gave up trying and called the Gas Consumers Council, to be greeted by a recorded message that they were (under such pressure) unable to answer telephone calls but would read any letters.

Quis custodiet? I prefer to

look to *The Times*. I am contacting one of the local independents.

Yours faithfully, JOHN STEVENSON, 1, Hales Meadow, Harpenden, Hertfordshire.

How is it known that the majority of phone calls are answered?

From Mr Christopher Power
Sir, It is good to hear from the managing director of British Gas ("British Gas defends the quality of a phone service under pres-

sure", September 26) that its telephone system has not collapsed and particularly that "the majority of customer calls are being answered". As a matter of interest, how

does he know? Yours faithfully, CHRISTOPHER POWER, Swanmore Lodge, Upper Swanmore, Southampton, Hants.

Spain gets record austerity budget

FROM TUNKU
VARADARAJAN
IN MADRID

THE most austere budget in Spain's history was presented before parliament yesterday by Rodrigo Rato, the Minister for the Economy.

The budget, described by aides as reflecting a "Maastricht or bust" philosophy, is the first presented by the new conservative Government of José María Aznar.

The objective of the budget is to enable Spain to be in the European Monetary Union (EMU) from its projected inception in January 1999. To that end, the Government has sought to cut the public deficit and debt, reduce unemployment and inflation, and stimulate growth.

To achieve these targets, Señor Rato has proposed a £750 million cut in public spending, the introduction of taxes for the use of many public services, a reduction in subsidies for State enterprises, a freeze in public sector employment and, most controversially, a wage freeze for all public sector employees.

The wage freeze has earned the Government the anger of public sector unions, who have threatened general strikes, boycotts of consumer goods by union members and their families, and other forms of "non-co-operation". Yet Spain's chances of meeting the monetary union deadline are, realistically, rather slim.

In a recent study by the economic database company Consensus Forecast, only one in 20 experts consulted believed that Spain would be in the first wave of EMU. The public debt and deficit are seen by most as insuperable obstacles. Only Italy, of the larger European economies, fares worse.



Looking ahead: Michael Bennett, chairman, and Maurice Bennett, deputy chairman, aim to expand Oasis at home and abroad

Oasis plans new stores as profits jump 40%

BY ALASDAIR MURRAY

OASIS STORES, the high street fashion retailer, yesterday unveiled a 40 per cent increase in half-year profits to £52 million, while Michael Bennett, chairman, described the company's current prospects as "encouraging".

Sales during the first two months of this year continued to run ahead of last year, although the company admitted that it had yet to realise the full benefits of its store-opening programme.

During the first six months of the year, like-for-like sales increased 10 per cent while total sales, including new stores, rose 32 per cent to £33 million.

Gross margins were maintained at 55.1 per cent and a maiden interim dividend of 2.1p is payable on November 6. Oasis opened six new stores and four concessions in the UK during the first six months of the year and said that it aims to open two more stores and six new concessions during the second half of the year.

Revenue from overseas licences increased from 1 to 3 per cent of total turnover. The company said that following the success of its first two German franchises it was seeking to open seven new concessions over the next few months and would also experiment with a stand-alone store.

The results were largely in line with expectations, but shares in the company slumped 13p to close at 393p because of profit-taking in the market.

Mr Bennett said that in the medium term he would like to open a total of 50 new stores in both the UK and abroad. The company said it was also extending the Oasis product range with swimwear gradually being rolled out in UK stores.

The total licensing income from overseas operations rose from £79,000 to £237,000. A second store was also opened in Abu Dhabi, with a further shop planned for Saudi Arabia.

Britannia acquires £1.1bn Citibank mortgage book

BY CAROLINE MERRELL

BRITANNIA Building Society has bought Citibank's £1.1 billion mortgage book, which holds loans on behalf of 30,000 borrowers.

The mortgage assets will be held through a subsidiary of the building society and will not be included on its balance sheet. The mortgages themselves will continue to be administered by Citibank for the time being, but Britannia will eventually take over the administration.

Britannia said that it had no plans to reduce the variable interest rate on the loans from its present level of 7.49 per cent. The society offers a variable interest rate of 6.99 per cent and currently has 300,000 borrowers.

John Heaps, Britannia's chief executive, said: "The book will provide us with an additional customer base. We will be maintaining the terms and conditions that they have chosen." The book comprises fixed-rate schemes and loans

where the advance was a very high percentage of the purchase price.

Citibank has sold the loans portfolio because it wants to concentrate on a global banking strategy. Meredith Williams, UK executive director of Citibank Consumer Bank, said: "We want to lend to those who have a wider relationship with the bank as opposed to

stand-alone mortgage-only customers."

Last year, Britannia, a society committed to remaining mutual, bought the £450 million mortgage portfolio of Lloyds Bowmaker, part of the Lloyds Abbey Life group. It said yesterday that it would be interested in buying more mortgage books, if the price was right.

Many building societies try to increase their assets by buying up mortgage portfolios, rather than going through the expense of trying to take on new borrowers. Last year, Birmingham Midshires, the UK's eleventh ranked by asset size, bought mortgage books from Crédit Agricole, Western Trust and Hypo-Bank.

Edinburgh holds payout

BY ROBERT MILLER

EDINBURGH Fund Managers, the international fund management house, has held its interim dividend at 8p a share after reporting pre-tax profits of £3.43 million. The half-year payout will be made on November 1.

Edinburgh, the UK's third-largest investment trust manager, said that the results for

the six months to July 31 were distorted by £5.41 million of exceptional expenses. These were largely as a result of Edinburgh's takeover of Dundee, a rival Scottish fund manager, in March. Staff numbers in the integrated group have fallen from 271 to 193, and Dundee's old offices in Edinburgh and Chicago

have been closed. The Dundee acquisition, which more than doubled Edinburgh's funds under management to £7.4 billion, will inevitably impact on the group's full-year results, Edinburgh said.

Earnings per share, excluding exceptional items, fell to 21.2p compared with 23.1p in the same period last year.

BUSINESS ROUNDUP

Healthcall weaker in 'turbulent' market

HEALTHCALL, the medical services providers, saw a sharp fall in first-half profits with no immediate prospect of improvement. Pre-tax profits for the six months to June 30 fell from £3.9 million to £2.9 million. Earnings per share dropped from 4.46p to 3.29p and the interim dividend remained unchanged at 1.65p. Maurice Henchey, the chief executive, said: "The results reflect increased turbulence in the market for our duty doctor services arising from rapidly changing methods of service delivery and increased competition from publicly subsidised services."

Mr Henchey expects the turbulence will continue into next year before a new pattern of service is established. The share price yesterday dropped from 81½p to 72½p. The dividend registration date is October 15 with payment on November 11.

Fiscal may expand

FISCAL, the property company which lets exclusively to the Government, is in talks which may lead to expansion into non-property services under the Private Finance Initiative (PFI), taking it into services such as cleaning, air conditioning and security. In the six months to June 30, Fiscal bought three investment properties for £11.7 million. Turnover rose by 16 per cent, to £3.41 million. With lower operating costs, taxable profits rose 39 per cent, to £1.12 million. A 0.72p interim (0.65p) will be paid on November 15.

Yeoman set for market

SATELLITE-RESPONSIVE map-reading mice are coming to the market via the flotation of Yeoman, which hopes to raise £4 million on the Alternative Investment Market later this year. Its product uses satellite guidance to pinpoint the user's position on a conventional paper map. The device is guided by the US government's global positioning system, a constellation of navigational satellites that emit a pulse allowing receivers to plot a map position. The company says it already has 5 per cent of the UK maritime market.

Geo aims for £10m

CEO INTERACTIVE MEDIA, an Internet software company started in 1994 by former members of the high-technology unit of the Israel Defence Forces, is to float this autumn on the Alternative Investment Market. Geo intends to raise £10 million or more by selling about 10 per cent of the shares to institutional investors through Panmure Gordon, the underwriter. The company's main product, Emblaze, uses a proprietary compression technology to allow real-time delivery of animation, sound and video using standard phone lines.

Mapeley names backers

MAPELEY HOLDINGS, one of the final six contenders for the project to buy and manage the Department of Social Security's estate property, yesterday revealed the names behind the partnership. The DSS had set a deadline of noon for bids. Mapeley's 11 backers include Herbert Smith, the UK law firm, EM Warburg Pincus, the American venture banking firm, NationsBank, the US bank, Bankers Trust, a wholesale financial institution, and Argent Group, the UK property and development company.

A vision for the office world

At IKON Office Solutions we have a vision. We see the future of the office world. Now, as the world's largest independent office product supplier, we have the power to deliver today the technology you need for tomorrow.

IKON has the resources to supply everything from a convenience copier right through to high volume printroom systems. We'll give you access to the most efficient and effective communications and document handling systems available, including the latest colour laser copying, digital and multifunctional products, printers and facsimile equipment from the world's top manufacturers. And we have the technological

know-how to link them all into a fully-networked system that's tailor-made for your office.

IKON can also provide the management services to 'outsource' your entire document handling operation, from general printroom services to complex information processing systems.

The strength of a nationwide network combined with our fast, responsive local service means you can rely on IKON to deliver total customer satisfaction. And, with our own group finance and environmentally-friendly copier remanufacturing process, you can trust IKON to turn a vision into reality.

Call FREE 0800 90.40.90

IKON
Office Solutions

The symbol of document technology

COPIERS • COLOUR COPIERS • MULTIFUNCTIONAL PRODUCTS • REMANUFACTURED COPIERS • FACSIMILES • PRINTERS • NETWORKING • CORPORATE OUTSOURCING

مكتبة من الأصل

Modest gains in thin trading

TRADING PERIOD: Settlement takes place five business days after the day of trade. Changes are calculated on the previous days' close, but adjustments are made when a stock is ex-dividend. Changes, yields and price/earnings ratios are based on middle prices.

1996	High	Low	Company	Price	Change	%	PE
ALCOHOLIC BEVERAGES							
556	417	415	Alcan Brew	415	-2	-0.5	17.0
557	417	415	Alcan Brew	415	-2	-0.5	17.0
558	417	415	Alcan Brew	415	-2	-0.5	17.0
559	417	415	Alcan Brew	415	-2	-0.5	17.0
560	417	415	Alcan Brew	415	-2	-0.5	17.0
BANKS							
3765	214	213	Bank of Montreal	213	-1	-0.5	12.5
3766	214	213	Bank of Montreal	213	-1	-0.5	12.5
3767	214	213	Bank of Montreal	213	-1	-0.5	12.5
3768	214	213	Bank of Montreal	213	-1	-0.5	12.5
3769	214	213	Bank of Montreal	213	-1	-0.5	12.5
BREWING, PUBS & REST							
90	36	35	Alcan Brew	35	-1	-2.8	5.9
91	36	35	Alcan Brew	35	-1	-2.8	5.9
92	36	35	Alcan Brew	35	-1	-2.8	5.9
93	36	35	Alcan Brew	35	-1	-2.8	5.9
94	36	35	Alcan Brew	35	-1	-2.8	5.9
DIVERSIFIED INDUSTRIALS							
1	14	13	Alcan Brew	13	-1	-7.1	1.4
2	14	13	Alcan Brew	13	-1	-7.1	1.4
3	14	13	Alcan Brew	13	-1	-7.1	1.4
4	14	13	Alcan Brew	13	-1	-7.1	1.4
5	14	13	Alcan Brew	13	-1	-7.1	1.4
ENGINEERING VEHICLES							
151	107	106	Alcan Brew	106	-1	-0.9	2.9
152	107	106	Alcan Brew	106	-1	-0.9	2.9
153	107	106	Alcan Brew	106	-1	-0.9	2.9
154	107	106	Alcan Brew	106	-1	-0.9	2.9
155	107	106	Alcan Brew	106	-1	-0.9	2.9
FOOD MANUFACTURERS							
303	25	24	Alcan Brew	24	-1	-4.0	2.7
304	25	24	Alcan Brew	24	-1	-4.0	2.7
305	25	24	Alcan Brew	24	-1	-4.0	2.7
306	25	24	Alcan Brew	24	-1	-4.0	2.7
307	25	24	Alcan Brew	24	-1	-4.0	2.7
ELECTRICITY							
107	8	7	Alcan Brew	7	-1	-12.5	0.8
108	8	7	Alcan Brew	7	-1	-12.5	0.8
109	8	7	Alcan Brew	7	-1	-12.5	0.8
110	8	7	Alcan Brew	7	-1	-12.5	0.8
111	8	7	Alcan Brew	7	-1	-12.5	0.8
BUILDING & CONSTRUCT							
11	12	11	Alcan Brew	11	-1	-8.3	1.2
12	12	11	Alcan Brew	11	-1	-8.3	1.2
13	12	11	Alcan Brew	11	-1	-8.3	1.2
14	12	11	Alcan Brew	11	-1	-8.3	1.2
15	12	11	Alcan Brew	11	-1	-8.3	1.2
ELECTRONIC & ELECT							
502	50	49	Alcan Brew	49	-1	-2.0	5.0
503	50	49	Alcan Brew	49	-1	-2.0	5.0
504	50	49	Alcan Brew	49	-1	-2.0	5.0
505	50	49	Alcan Brew	49	-1	-2.0	5.0
506	50	49	Alcan Brew	49	-1	-2.0	5.0
BUILDING MATERIALS							
16	17	16	Alcan Brew	16	-1	-5.9	1.7
17	17	16	Alcan Brew	16	-1	-5.9	1.7
18	17	16	Alcan Brew	16	-1	-5.9	1.7
19	17	16	Alcan Brew	16	-1	-5.9	1.7
20	17	16	Alcan Brew	16	-1	-5.9	1.7
ENGINEERING							
303	25	24	Alcan Brew	24	-1	-4.0	2.7
304	25	24	Alcan Brew	24	-1	-4.0	2.7
305	25	24	Alcan Brew	24	-1	-4.0	2.7
306	25	24	Alcan Brew	24	-1	-4.0	2.7
307	25	24	Alcan Brew	24	-1	-4.0	2.7
CHEMICALS							
151	107	106	Alcan Brew	106	-1	-0.9	2.9
152	107	106	Alcan Brew	106	-1	-0.9	2.9
153	107	106	Alcan Brew	106	-1	-0.9	2.9
154	107	106	Alcan Brew	106	-1	-0.9	2.9
155	107	106	Alcan Brew	106	-1	-0.9	2.9
DISTRIBUTORS							
11	12	11	Alcan Brew	11	-1	-8.3	1.2
12	12	11	Alcan Brew	11	-1	-8.3	1.2
13	12	11	Alcan Brew	11	-1	-8.3	1.2
14	12	11	Alcan Brew	11	-1	-8.3	1.2
15	12	11	Alcan Brew	11	-1	-8.3	1.2

1996	High	Low	Company	Price	Change	%	PE
PHARMACEUTICALS							
120	107	106	Alcan Brew	106	-1	-0.9	2.9
121	107	106	Alcan Brew	106	-1	-0.9	2.9
122	107	106	Alcan Brew	106	-1	-0.9	2.9
123	107	106	Alcan Brew	106	-1	-0.9	2.9
124	107	106	Alcan Brew	106	-1	-0.9	2.9
PRINTING & PAPER							
130	130	129	Alcan Brew	129	-1	-0.8	1.3
131	130	129	Alcan Brew	129	-1	-0.8	1.3
132	130	129	Alcan Brew	129	-1	-0.8	1.3
133	130	129	Alcan Brew	129	-1	-0.8	1.3
134	130	129	Alcan Brew	129	-1	-0.8	1.3
PROPERTY							
24	24	23	Alcan Brew	23	-1	-4.2	2.4
25	24	23	Alcan Brew	23	-1	-4.2	2.4
26	24	23	Alcan Brew	23	-1	-4.2	2.4
27	24	23	Alcan Brew	23	-1	-4.2	2.4
28	24	23	Alcan Brew	23	-1	-4.2	2.4
TELECOMMUNICATIONS							
303	25	24	Alcan Brew	24	-1	-4.0	2.7
304	25	24	Alcan Brew	24	-1	-4.0	2.7
305	25	24	Alcan Brew	24	-1	-4.0	2.7
306	25	24	Alcan Brew	24	-1	-4.0	2.7
307	25	24	Alcan Brew	24	-1	-4.0	2.7
TEXTILES & APPAREL							
40	41	40	Alcan Brew	40	-1	-2.4	4.1
41	41	40	Alcan Brew	40	-1	-2.4	4.1
42	41	40	Alcan Brew	40	-1	-2.4	4.1
43	41	40	Alcan Brew	40	-1	-2.4	4.1
44	41	40	Alcan Brew	40	-1	-2.4	4.1
TRANSPORT							
107	8	7	Alcan Brew	7	-1	-12.5	0.8
108	8	7	Alcan Brew	7	-1	-12.5	0.8
109	8	7	Alcan Brew	7	-1	-12.5	0.8
110	8	7	Alcan Brew	7	-1	-12.5	0.8
111	8	7	Alcan Brew	7	-1	-12.5	0.8
RETAILERS, FOOD							
120	107	106	Alcan Brew	106	-1	-0.9	2.9
121	107	106	Alcan Brew	106	-1	-0.9	2.9
122	107	106	Alcan Brew	106	-1	-0.9	2.9
123	107	106	Alcan Brew	106	-1	-0.9	2.9
124	107	106	Alcan Brew	106	-1	-0.9	2.9
RETAILERS, GENERAL							
120	107	106	Alcan Brew	106	-1	-0.9	2.9
121	107	106	Alcan Brew	106	-1	-0.9	2.9
122	107	106	Alcan Brew	106	-1	-0.9	2.9
123	107	106	Alcan Brew	106	-1	-0.9	2.9
124	107	106	Alcan Brew	106	-1	-0.9	2.9
WATER							
303	25	24	Alcan Brew	24	-1	-4.0	2.7
304	25	24	Alcan Brew	24	-1	-4.0	2.7
305	25	24	Alcan Brew	24	-1	-4.0	2.7
306	25	24	Alcan Brew	24	-1	-4.0	2.7
307	25	24	Alcan Brew	24	-1	-4.0	2.7
ALTERNATIVE INVEST MARKET							
151	107	106	Alcan Brew	106	-1	-0.9	2.9
152	107	106	Alcan Brew	106	-1	-0.9	2.9
153	107	106	Alcan Brew	106	-1	-0.9	2.9
154	107	106	Alcan Brew	106	-1	-0.9	2.9
155	107	106	Alcan Brew	106	-1	-0.9	2.9

"I don't have to get dressed to go to my bank"

for 24 hour telephone banking

0800 24 24 24

For full written details of our services write to First Direct, Prospect 1418, Leeds, LS9 2RS. First Direct is a division of Midland Bank plc. First Direct reserves the right to decline to open an account for you. For the purpose of maintaining a high level of service, funds may be monitored. Applications must be 18 or over.

Member HSBC Group

هكذا من الأصل

Bell sounds alarm over security flaw in smart card chips

FROM RICHARD THOMSON IN NEW YORK

MILLIONS of smart cards, the high-technology plastic cards with a microchip containing "virtual cash", may have a security flaw enabling criminals to counterfeit them, according to a leading US research company.

The discovery could come as a severe blow to the public acceptability of smart cards, which depend heavily not only on their convenience as a method of payment but on their security from interference. Smart cards have been hailed by some as the key to a cashless future.

Bell Communications Research, one of the leading information technology research organisations in the US, claims in a paper published this week that the cards were not tamper-resistant as their issuers had claimed them to be. They may be open to possible piracy, in effect allowing criminals to create cash or read personal information.

Theoretical research showed that the chips contained in smart cards might be manipulated simply by putting them in a microwave oven.

Bell Communications, also known as Bellcore, is owned by the regional US Bell telephone companies which are planning to market smart cards as a way of paying for long-distance phone calls.

Cards such as Mondex, which is on issue in the UK and Europe, contain a memory chip which can be filled with electronic money and personal financial information about the card-holder.

The major credit card networks, Visa and Mastercard, have developed smart cards which are particularly popular in France.

However a flaw allowing criminals to read the information in stolen cards and fill the chips with "counterfeit" electronic money could undermine the use of the cards.

"This is a significant discovery because it is a new attack on the system," said Bill Barr, vice-president of the Smart Card Forum, a trade group of 230 US companies and government agencies. The card industry would have to learn how to respond to the possibility of "physical attack" on smart cards, he said.

Although no attempts to counterfeit cards have yet been recorded, Mr Barr said that if the possibility exists it was only a matter of time before someone tried it. Bellcore said it was advising some companies on ways to build defences into their cards.

However some of the largest card companies were cautious about Bellcore's research. "This is speculative," said Chris Jarman, vice-president of chip card technology at Mastercard. Card company executives said the danger to the system was no greater than that of counterfeiting \$20 notes.



Richard Mais said CNC remains on the lookout for acquisitions, having bought Brightstone Properties in May

CNC sees upturn in housing

BY FRASER NELSON

GRADUAL rent increases and a drop in the number of empty properties were yesterday identified by CNC, the property group, as showing the first solid signs of recovery in the housing market.

Richard Mais, CNC's managing director, said that since the end of the summer holiday, occupier demand had sharpened

against a backdrop of a drop in the number of quality properties available.

His comments came as the company, formerly Clarke, Nickolls & Coombs, returned taxable profits of £1.02 million (£617,000) in the six months to June 30. £126,000 of this was generated by Brightstone Properties, which CNC

bought in May in a hostile bid. Mr Mais said the company remained firmly on the acquisition trail, and had increased its cash pile from £113,000 to £1.34 million since last year.

Earnings were 0.48p (0.35p) per share, but more were in issue. The interim dividend, due on December 5, is 0.13p (0.12p).

3i sets its sights on Singapore

BRITAIN'S biggest venture capital provider, 3i, plans a presence in Singapore by the start of next year to plug into the power of the Asian Tiger economies and the growing army of successful entrepreneurs there (Martin Waller writes).

The operation in Singapore will be a limited one at first, but 3i is trawling its senior staff for a director to be sent out to set up an office to serve both the island state and Malaysia, Thailand, Indonesia and the Philippines at first.

Around a tenth of 3i's assets are in continental businesses, but the venture capitalist's exposure outside Europe is limited. An operation in the US is being run down and 3i is exiting an Indian venture, leaving just one offshoot in Japan.

Singapore is seen as the ideal base to expand into the Far East. It is politically stable with a well-developed infrastructure and regulations governing the financial services sector are also among the most strictly enforced in the area.

Leading bankers covet 'six pillars' of Australia's financial sector

Rachel Bridge anticipates a report that is expected to signal a significant shift in policy on takeovers by foreign institutions

The world's biggest banks are keeping an extremely close eye on Australia while they await publication of the report after a major inquiry into the financial sector which looks set to give the green light to a wave of takeover activity. Indeed, speculation has intensified that one or two foreign players may be tempted to beat the rush and make a move before the report of what was known as the Wallis inquiry is handed down in the next few months.

Heading the list of those known to be interested in making an acquisition down under are Lloyds TSB — which was recently thwarted in its bid for New Zealand's Trust Bank — The Hongkong and Shanghai Banking Corporation, and Dutch banks ABN Amro and ING.

One Sydney analyst said: "The shake-up certainly looks set to make it a lot easier for foreign banks to take over an Australian bank — and it may not be confined to the most obvious predators. Bank of Scotland, for example, came out of nowhere to snap up BankWest in Western Australia."

The Wallis inquiry was set up by the Australian Government to carry out a full-scale review of the financial sector in a bid to make it more internationally competitive and to attract more overseas players to Australia. Peter Costello, the Federal Treasurer, said: "I think a lot of international financial companies think, when you're looking for a regional Asia-Pacific financial headquarters, you go to Singapore and Hong Kong. I'd like to say to them, come to Australia."

In the most wide-ranging inquiry since 1981, the Wallis committee has been charged specifically with solving the thorny question of what to do about mergers and takeovers. These are currently prevented between Australia's four biggest banks and its two leading life assurance groups under the so-called "six pillars" policy introduced by Paul Keating, the former Prime Minister. But all four of the banks — ANZ, Westpac, National Australia Bank and Commonwealth Bank — have been lobbying hard and loud to get the existing restrictions scrapped.

This means that unless it makes a move soon, any foreign bank looking to join the party is likely to face some fierce competition from Australian banks themselves for their prey. Don Argus, managing director of National Australia Bank, argues that Australian banks need to acquire "critical mass" in domestic markets if they are to become big enough to com-

pete internationally. And few analysts doubt that NAB would waste little time in launching a bid for one of its rivals — Westpac or ANZ — if the rules allowed.

The signs are that the banks' clamour is being heard: Stan Wallis himself, the businessman heading the inquiry, recently said: "What we want in this sector is a more competitive outcome. It does not always follow that when you have four or five participants you necessarily get the right competitive outcome. There is no question that in Australia we have got an overbranched banking sector; there are some very large costs there at the moment."

Not every one is happy, however, and critics argue that a wave of bank mergers would not produce a more efficient lower-cost environment, they would simply concentrate economic power further. The Australian Competition and Consumer Commission said: "The argument that Australians should bear the burden of anti-competitive structures at home because this may make some few institutions more competitive on the world stage is entirely unsatisfactory."

St George Bank, the regional bank in which NAB has a stake, has said: "The globalisation argument from major banks is absolute nonsense — one of the reasons NAB wants to take over this bank is to take us out of the market. Consumer banking markets in Australia are local and domestic in nature, not global."

Where the big four banks are less united is on the issue of opening the door for foreign banks to come and play. ANZ, long rumoured to be the object of The Hongkong and Shanghai Banking Corporation's desires, has warned the committee that allowing foreign ownership in the finance sector can lead to a diminishing of major head office skills and management talent.

Citing the example of New Zealand, in which all the banks are foreign-owned, ANZ says: "Taken to its logical conclusion, the end result must be a significant brain drain because the most talented management leaves to work in the head office of the overseas acquirer and because the opportunities for employment of allied professional services and new graduates are diminished."

Certainly, there is no sign that the appeal of Australia is waning overseas: in the past year both Bank of Scotland and AXA — the French insurance group which took over National Mutual, the life group — entered the market for the first time.

The end result must be a brain drain because the most talented leave to work in the head office of the overseas acquirer

invented telephone.

(ALSO transistor, laser, Telstar satellite, fibre-optic cable, cellular).

Have won awards. (Nobel etc)

Specialise in making things that make communications work. Will do same for you.

Contact Lucent Technologies

(the former network systems,

business communications systems and

microelectronics divisions of AT&T, plus Bell Labs).

Call Lucent Technologies on 01734 324 255.

Or explore Lucent Technologies

on the World Wide Web at <http://www.lucent.com>

Lucent Technologies
Bell Labs Innovations

Europe, Middle East & Africa
Tel. +44 1734 324 255

We make the things that make communications work.

■ VISUAL ART 1

The lonely, the wounded and the bewildered: all this is caught in a new show by Sam Taylor-Wood



■ VISUAL ART 2

Everyday objects are rarely what they seem when Jordan Baseman gets to work at the Saatchi Gallery

THE TIMES
ARTS

■ VISUAL ART 3

... while the photographs by Candida Hofer present familiar domestic scenes in a strange new light



■ VISUAL ART 4

Fifty years of highly varied painting by Philip Meninsky go on show at Kingston Museum

VISUAL ART: New London shows; and Richard Cork on the sad images created by two young artists

ESTELLE THOMPSON's large abstract paintings have gone through a general shift. Instead of seeming to picture a patterned cloth surface, the expanded warp and weft of tartan or twill, the "hands on" appearance of the rubbed-under painting allows a greater distinction between one layer and another. Heavy opaque red in *Red Flats* (1996) is stretched across the four corners, but leaves a sharp outlined negative cross, like a slit in a castle wall. Although the show is full and works of different "styles" seem to rub shoulders with each other, Thompson's tendency to over-finish her paintings is held in check in the recent work.

Estelle Thompson at Purdy/Hicks Gallery, 65 Hopton Street London SE1 (0171-401 9229) until Oct 19

● HAVING photographed, among other things, foyers, staircases, waiting areas, meeting rooms and conference facilities in public and municipal buildings across Europe for nearly 20 years, Germany's Candida Hofer knows exactly what she wants and where to look. The tilt of a shiny marble floor, the inevitable multibulbed light that hangs over a

GROUND
THE GALLERIES

staircase, the wall of window that runs from floor to ceiling with yards of curtaining, can all help the colour-melt into a general pearliness. But the presentation of these empty, unsung, often unnoticed places in this way can lack a specificity that encourages extra attention.

Candida Hofer at Robert Prime 60/61 Warren Street, London W1 (0171- 916 6366) until Oct 26

● THIS set of black and white photographs by the American artist James Welling of lace factories in Calais is displayed interestingly. Dense and intense clusters of photographs have been hung on only two of the four gallery walls. Giant vases, bobbins and looms photographed in workshops, on factory floors and in laboratories seem to provide a dark density of information. Despite contemporary lettering on labels, strip lighting and other details the machinery seems to belong to a 19th-century record of industry, and yet these

rich and exquisite pictures carry a matter-of-fact independence about them that separates them from documentation. James Welling at Camden Arts Centre, Arkwright Road, London NW3 (0171-435 2643) until Nov 10

● WHILE Welling might play with the look and function of photographic history, Andrew Lord, who makes huge, rough-edged decorative vessels, deals with the implications of a craft tradition. *Sorrow* consists of 30 very large dark pieces which parade in a great chunk across the gallery floor. Jugs with pouting lips, chunky elaborate handles and skirted bases sit like tangible and fallible caricatures. Heavy metallic powder seems fired in with the clay, while small patches or splashes of gold are melted on after firing. The obvious touch and moulding involved in the making of each lumpenly delicate sculptural piece is echoed by a series of crayon outline drawings banked against the wall. Andrew Lord at Camden Arts Centre, Arkwright Road, London NW3 (0171-435 2643) until Nov 10

SACHA CRADDOCK



Epitome of a troubled soul: Dexter Fletcher plays one of the central figures in Sam Taylor-Wood's film, *Pent-Up*

Distress signals
from lonely hearts

Among the many young women who contribute so powerfully to the vitality of new British art, Sam Taylor-Wood charges her work with a pungent sense of loneliness, dissatisfaction and bewilderment. Entering the darkened immensity of the excellent Chisenhale Gallery, where her ambitious new film installation fills the whole of one wide wall, is like stumbling on a series of wounded, intimate disclosures. We feel intrusive. Each of the five separate projections, shot on 16mm, concentrates on an isolated individual. All in distress, they nevertheless range from manic agitation to hunched dependency. The rumpled youth on the far right grimaces and writhes as he paces outside a house, swearing to himself and bellowing up at the windows. The woman next to him is even more voluble, moving restlessly around the counter of a bar. But she is less easy to make out in the subdued lighting, and her booby recriminations are no more coherent.

As I scanned the wall, trying to decide which monologue to settle on, I found myself returning to the young man in the middle. Pacing through his flat in boxer shorts, he looks unshaven and hung over. He mutters to himself, appraises his body sceptically in the mirror and slumps on a bed, hanging his head upside-down from the side.

His actions are uneventful, and culminate merely in the act of climbing into a bath, but the man's dissatisfaction is convincing. His tense restraint, subtly conveyed by Dexter Fletcher, compares well with the style of the figures on his right. He reinforces the title of the work, *Pent-Up*, and mediates between their theatricality and the less demonstrative behaviour of the people to his left.

One, an older man played by the reformed criminal John McVicar, sits in his armchair and admits to a sense of despair. Static, soft-spoken and wearing only a sweatshirt and shorts, he contrasts with the crisply-dressed formality of the middle-aged woman on the far left. Walking along a pavement, she seems at first the most controlled member of Taylor-Wood's cast. But then she breaks the unwritten code of the street by talking to herself, often loudly and with a reined-in vehemence.

Any attempt to describe *Pent-Up* as a sequence of monologues falsifies the impact of the whole installation. Taylor-Wood makes sure that it is, at all times, a tantalising work to absorb. We are constantly wrenched from one film over to another, distracted by sudden cries or emphatic gestures. *Pent-Up* remains fiercely fragmented, even if these solitary figures sometimes appear to be responding to one another in odd, unpre-

dictable exchanges. This tension between the reality of loneliness and the possibility of shared experience is reminiscent of Taylor-Wood's most outstanding earlier work, *Killing Time*. Projected on four separate screens, each containing a single figure in different surroundings, it alerted me to her remarkable talent. Rather than talking, the people in *Killing Time* all mine roles in Strauss's opera *Elektra*. But they do not try to match the heightened drama of the parts they have been given. Often bored, they lip-synch their way through the music, without any involvement in the drama.

The gulf between Strauss's romanticism and their mundanity has a poignancy of its own.

The people in *Pent-Up* may be more angry than their predecessors in *Killing Time*, but the two works are finally united by Taylor-Wood's fascination with an overall mood of helplessness. All her people seem to be trapped. They may yearn for alternative lives, and in *Pent-Up* be more ready to protest about their predicaments. But their vulnerability is beyond dispute, and the solitude afflicting everyone in Taylor-Wood's work ends up revealing a great deal about the frustrations of existence in the 1990s.

Stunted life is also an overriding preoccupation in the work of Jordan Baseman, the most impressive contributor to the latest Saatchi Gallery show. Born in Philadelphia but a London resident for the past decade, Baseman often

takes found objects as his springboard. By the time he has finished with them, though, they take on an identity alarmingly at odds with their former character.

From afar, the colossal words "I love you" look as if they are simply painted on the white wall. Close-to, they turn out to sprout human hair. The dark, thin tendrils dangle down limply, suggesting that all three words have long since become overgrown. At the slightest breath, they tremble like tall grass reacting to a breeze. The words' unequivocal declaration is countered, indicating that such a head-

long commitment is bound to be short-lived. Hair is inescapable in Baseman's perturbing art. More tendrils spring out of a child's conventional white shirt, slung from a hanger on the wall. Both the shirt and its young owner appear to have been overwhelmed by some unstoppable growth, as if puberty had arrested in a premature and grotesque rush.

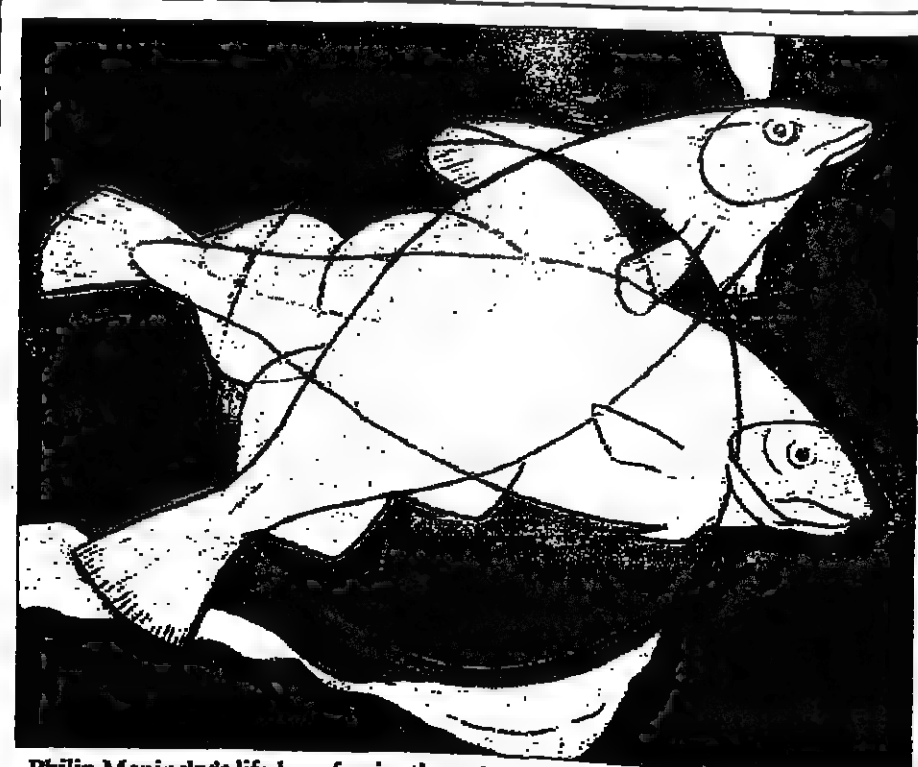
Even when dealing with adulthood, Baseman's work insists that nothing adds up. *Call Me Mister* consists principally of a man's shirt torso, complete with collar and necktie. But child's sleeves grow out of the shoulders, suggesting that the wearer is hopelessly immature. Human hair courses down the centre, compounding the imbalance in an almost monstrous way.

Wherever you look, Baseman is preoccupied with bizarre, unchecked disjunction. Two shoes lie on the floor,

outrageously extended into brazen, phallic forms. They look like an assertion of masculinity run riot, but anyone attempting to wear these elongated brogues would soon realise how fatuous they really are. Comedy plays a subversive role in much of Baseman's work. At his most pockish, he is capable of lodging wisdom teeth in pink mouth braces and transforming them into winged creatures. *Up, Up and Away* is the work's title, and they do certainly appear to be relishing their airborne freedom. At the same time, though, both teeth and braces remain gruesome enough to make the entire sculpture repellent as well as festive. As for *Surrender*, the petals borne upwards by a cluster of winged rocco cherubs turn out to contain an assortment of teeth. They look like rotting chocolates, gift-wrapped for a journey to heaven.

The darkest side of Baseman's haunted imagination is more potent, though. On one wall, the skinned pelt of a tabby cat and a collie dog hang next to each other. But their heads are modelled, and the cat seems to gaze disconsolately down through glass eyes at its vanished body. The fact that both animals' paws, legs and tails have been preserved only makes their corporeal loss grimmer still. Their pelt is resplendent enough to remind us that humans can relish them as trophies. In this context, however, they look forlorn and far more damaged than the loners who lament their pain in Taylor-Wood's cinematic confessional.

● *Pent-Up* at the Chisenhale Gallery (0181-981 4518) until Oct 27; Young British Artists V1 at the Saatchi Gallery (0171-624 8299)



Philip Meninsky's life-long fascination with landscape, still-life and the human figure can be seen in *A Journey Through the Eyes*, a retrospective of 50 years of painting by Meninsky. The exhibition is at the Kingston Museum, Wheatfield Way, Kingston upon Thames (0181-546 5386) until October 19

OPPORTUNITIES TO BUY IN OCTOBER

LONDON: TEL 0171 493 8080

34-35 New Bond Street, London W1A 2AA

- 3rd ♦ October Important Clocks, Watches, Wristwatches & Barometers. Coins, Medals & Banknotes (continues on 4th October). Mechanical Musical Instruments.
- 4th ♦ October 19th & 20th Century Furniture & Decorations. Instruments of Science & Technology.
- 8th ♦ October Modern & Contemporary Indian Paintings.
- 10th ♦ October Fine Jewels & Jewels for the Collector.
- 11th ♦ October The Turkish Sale.
- 16th ♦ October Oriental Manuscripts & Miniatures. Fine & Rare Wines, Spirits & Vintage Port. Oriental & European Carpets & Rugs.
- 17th ♦ October Islamic & Indian Works of Art. The Dina Vierny Collection of Highly Important Dolls & Automata (continues on 18th October).
- 23rd ♦ October Impressionist & Modern Art & Ceramics by 20th Century Artists.
- 24th ♦ October Contemporary Art from the Collection of Michael Haas. Printed Books & Maps including Greece, Cyprus, Turkey, the Near & Middle East (continues on 25th October).
- 29th ♦ October Design since 1935. Studio Pottery.
- 30th ♦ October Old Master Paintings.

TEL AVIV: TEL 972 3 522 3822

Gordon 38, Tel Aviv 63414, Israel

- 7th ♦ October 19th & 20th Century Art.
- 8th ♦ October Important Judaica.

BILLINGSHURST: TEL 01403 783933

Summers Place, Billingshurst, West Sussex, RH14 9AD

- 22nd ♦ October The Dining Room (Furniture, Ceramics, Works of Art & Silver).

All dates subject to change

SOTHEBY'S

VIEWING IN LONDON WEEKDAYS 9AM TO 4.30PM (at least three days prior to auction), every Monday until 8pm, on Sundays 12 noon to 4pm. To purchase catalogues please telephone: (0171) 314 4444 or fax: (0171) 408 5909. Sotheby's Cafe open for Breakfast, Luncheon and Tea 9am to 5pm. Sotheby's, 34-35 New Bond Street, London W1A 2AA

هكذا من الأصل



■ THEATRE

Gene Wilder is just one of the big stars who have been lured back to the live theatre



■ MUSIC 1

Colin Matthews's massive *Renewal* is premiered to mark the 50th anniversary of Radio 3

THE TIMES
ARTS

■ MUSIC 2

... while at the Wigmore, six top string quartets work together on a Beethoven cycle



■ TOMORROW

Rise of the phoenix: how Venice is rebuilding La Fenice Opera House

Gene Wilder makes his West End debut... and Al Pacino puts his celebrity behind an ailing Broadway theatre

It's a stage many film stars love to go through

When Gene Wilder opens in the West End in Neil Simon's *Laughter on the 23rd Floor* this week, few in the audience will be aware that the American actor's London stage debut will see him back in the medium where he began.

In 1962 — long before he became known as the frizzy-haired star at the centre of Mel Brooks's film comedy stable — Wilder was a supporting player to the likes of Richard Johnson, Michael Redgrave and Google Withers in Graham Greene's *The Compliant Lover* on Broadway. He also appeared with Helen Hayes in a play called *The White House*, and with Carol Channing in Shaw's *The Millionaires*.

It was during the Broadway run of Murray Schisgal's *Luv* that Wilder took a leave of absence to film his celebrated cameo as the undertaker in *Bonnie and Clyde*. He got his part in *The Producers*, the film that made him a star, after appearing opposite Mel Brooks's girlfriend, Anne Bancroft, in a Broadway revival of *Mother Courage*. Then, as now, the theatre was where careers were launched.

"I didn't set out on any plan to get to the movies," says Wilder, whose training — a year at Bristol Old Vic included — was entirely in theatre. During the run of *Mother Courage*, he recalls: "People would say, 'Don't you want to go to Hollywood? And I would say, 'What am I going to do? I'll go to Hollywood, walk into an office, and there will be a producer smiling, going, 'I hear you're a funny guy.'"

The point was, says Wilder, "I couldn't walk into an office and be funny. But if someone saw me in a play, I thought, then maybe — just maybe — I could."

Wilder is hardly alone, of course, in returning to the medium that spawned him. Glenn Close received

five Academy Award nominations between 1982 and 1988, all the while returning to the theatre where she has won three Tony Awards. Broadway's biggest hit of the moment is Eugene O'Neill's *Hughie*, starring Al Pacino (see article, right).

Many British actors begin on the stage and regularly go back there, with Ralph Fiennes's commitment to the medium typifying the attitude of many performers of his generation. "He's determined not to lose touch with the theatre," says an admiring David Hare, the adapter of Chekhov's *Ivanov*, in which Fiennes will star at the Almeida early next year. "The pressure to make movies all the time is relentless. American agents just don't understand. Everything in the world is being thrown at Ralph, and he wants to play difficult, early Chekhov."

It is the previous acting generation in England that can develop a resistance to the theatre, perhaps because success on stage has seemed comparatively easy. "I've never been comfortable in the theatre," Anthony Hopkins told *Vanity Fair*. "I've done it all, but I never enjoyed it."

Ian McKellen could have spent his life roving from part to part in the classical theatre. Instead he has chosen to spread his wings in film — emboldened by the response to a film performance in *Richard III*, itself rooted in a prior stage success.

If Alec Guinness, among others, was correct to refer to the status of film in England as "a guilty pleasure", small wonder that theatre stars here are going to relish a medium from which they might once have felt shut out. "I don't think I ever heard of people like me doing movies," says Eileen Atkins, who is embracing the cinema in her sixties by writing two films, starting in one of them. "Larry Kramer wanted me for *Women In Love* and I remember thinking, 'No, I'll never get it; I don't

"I did not set out on any plan to get to the movies"



Gene Wilder provokes a giggle on Shaftesbury Avenue before rehearsing *Laughter on the 23rd Floor*

do movies. I always thought I was too plain."

The Canadian actress Kate Nelligan was embarked on a major stage career in Britain when she left in the early 1980s to conquer Broadway. Now settled in Manhattan, Nelligan is content with the altogether different reputation she has developed as a first-rate character actress

in films such as *The Prince of Tides*. "After a while," she says, "I didn't care whether people saw my Portia." In a sense it is the classic scenario — those accomplished in one medium come to crave the other. Kathy Bates did a play a year in New York until she won the 1990 Academy Award for *Misery*; since then, she has not done a single one. Jessica Lange, conversely,

had barely stood on a stage until she took on the role of Blanche Du Bois in *A Streetcar Named Desire* on Broadway in 1992, a performance she will soon repeat in the West End.

MATT WOLF

Laughter on the 23rd Floor opens on Thursday at the Queen's Theatre, Shaftesbury Avenue. W1 0171-404 5040

Who better to play the godfather?

Al Pacino's first Broadway stint in four years was to have been a perfunctory five weeks in Eugene O'Neill's *Hughie* at the Circle in the Square theatre. But after Circle, Broadway's oldest nonprofit theatre, declared bankruptcy in the middle of the run, Pacino rallied to help the theatre. He extended *Hughie*'s run and stipulated that 100 tickets at each performance will sell for \$20 (Circle's regular price is \$55).

But what is happening inside, on the oblong stage sparsely furnished by David Gallow with two chairs, ashtray stands and a skeletal counter to suggest a seedy hotel lobby?

There, too, Pacino is in command. Written with unaccustomed humour, O'Neill's 1941 two-act play is a poignant look at the need for illusions. In the wee hours of a day in 1928, Eric Smith, a gambler, lurches in from a drinking spree. His luck has soured ever since *Hughie*, the hotel's former receptionist, died. Meeting the new receptionist, Eric begins to recount his adventures with *Hughie* — the prostitutes he passed off as chorus girls, the craps they shot with real money, all of it Eric's, so that *Hughie* could also feel like a high roller. Eric's fantasies become *Hughie*'s escape from his dreary existence, and Eric's real luck was *Hughie*'s friendship.

Virtually an extended monologue, the hour-long one-act begs for a virtuoso turn, and Pacino provides it. Planting his feet wide to steady himself, Pacino's Eric is a Damon Runyon character on the skids. By turns *Hughie* was "just a sucker" and a pal, says Eric, and Pacino captures the loneliness behind the bonhomie, the despair beneath the bravado.

There is perhaps a little more darkness in Eric, who has run errands for sinister

figures, than Pacino finds. Costumer Candice Donnelly's good-guy cream outfit unwisely softens the character, too. O'Neill envisioned the gambler in a loud tie and a garish blue shirt "that sets teeth on edge", but here, except for needing a shave and shower, Eric dresses tastefully.

As director, Pacino has solved the problem of O'Neill's elaborate stage directions for the clerk, who seldom speaks. Lengthy interior monologues meant to guide the actor's responses to Eric are made



Al Pacino, mesmerising in *Hughie*

audible. That helps to flesh Paul Benedict's deadpan clerk, coincidentally named Hughes, into a Walter Mitty. His musings about the wailing sirens and garbage trucks outside — "I'd bang those cans louder than they do!" — echo through a microphone as Eric rambles on. Hughes is clearly *Hughie*'s doppelgänger: married with children, bored, living a safe life and trapped in a dead-end job. He tries to ignore Eric, but in the end he, like *Hughie*, succumbs to Eric's illusions.

EDWARD KARAM

A guide to the best available recordings, presented in conjunction with Radio 3

ORLANDO GIBBONS
reviewed by
Roderick Swanton

THE posthumous reputation of Orlando Gibbons (1583-1625) has rested mostly on his Anglican liturgical repertory, although he was equally at home in secular music. There are 11 CDs containing church music by Gibbons, of which seven are devoted exclusively to it. Mostly the singing style is respectfully Anglican. Typical is the excellent collection on Naxos (8.553130) by the Oxford Camerata directed by Jeremy Summerly. Its best performances are of smaller-scale anthems, where polished balance shows to good effect.

However, my first choice among anthem collections is Hosanna to the Son of David (Conifer 75605-51231-2, £14.99), sung by the mixed choir of Trinity College, Cambridge, under Richard Marlow. It contains a feast of verse anthems as well as full anthems, the former accompanied by the magnificent viol consort, Fretwork. The choir is at its best in the quieter reflective anthems such as *O Lord in Thy Wrath*. Recommendable also are the anthems and service anthologies by King's College Choir, Cambridge, under Ord and Willocks (Decca Ovation, 433 677-2) and New College, Oxford, under Edward Higginbottom (CRD 3451). Enjoyable as these church music CDs are, I wonder



whether the respectful Anglican style is right for Gibbons, given his verbal sensitivity. Closer in spirit and execution, I think, are the instrumental recordings, particularly of his magnificent viol music. All the CDs devoted to, or containing, this are outstanding, and the Fantaisies Royales on Auvidis Astrée (E 7147, £14.99) are only pre-eminent because the disc is devoted exclusively to Gibbons. Equally enthralling are the performances on Hyperion CDA 66395, with violins rather than viols, by the Parley of Instruments, entitled *Musica for Prince Charles*.

If I had to select only one Gibbons disc, especially as a starter, it would be the Naxos anthology of *Consorts and Keyboards*. Music, Songs and Anthems (Naxos 8.550603, £7.99). I especially like the earthy interpretations of Red Byrd whose "burring" pronunciations and conscious anti-polish give a zest to the music that is utterly compelling, both historically and musically.

● To order the recommended recording, with free delivery, please send a cheque payable to The Times CD Mail to 250 Western Avenue, London W3 6XZ or freephone 0500 418419; e-mail: bid@mail.bogo.co.uk
● Next Saturday on Radio 3 (9am): Ravel's Piano Trio

CONCERTS: A British first and a Beethoven cycle

A sum of fine parts

IT IS not every day you hear a 50-minute, four-movement work with a choral finale by a leading British composer. But as part of the celebrations to mark the 50th anniversary of BBC Radio 3, Colin Matthews's *Renewal* (a BBC commission) received its premiere on Sunday night.

The musical material was not originally conceived as a composite work. The third movement, "Broken Symmetry", was a self-sufficient 20-minute structure, and the second movement, "Threnody", was derived in part from the *Memorial* of 1992. Added to the eight-minute "Intrada", and the final movement, setting lines of Ovid, they formed a structure that is self-evidently spatchcocked together.

Although the shape and coherence of *Renewal* as a

BBC SO/Knussen
Festival Hall

whole is less than convincing, there is some very impressive writing among the movements. "Broken Symmetry", with its sinister underlying synopsations and manic energy, is a formidable study in controlled anarchy, while the gradual fragmentation of the oppressive, monolithic textures of "Threnody" is a touching tribute to the late Toru Takemitsu.

The surprise of the choral finale (rendered by the BBC Symphony Chorus) is capped only by the shift to neo-Romantic tonal harmonies in the coda. The writing is inspired — something I could not say about the "Intrada", whose offstage trumpet fan-

fares sounded aimless. Andrew Davis being indisposed, Oliver Knussen stepped in to conduct a generally confident performance.

After the interval Petr Altrichter stood in to direct a somewhat hit-and-miss account of Janáček's *Glagolitic Mass*. Scrappy ensemble in strings and brass was not improved by some poor balancing between vocal and instrumental forces. The tenor, Denis Gulyás, for all his rather unsuitedly voiced passion, was sometimes obliterated by the orchestra, though Eva Urbanová and Catherine Wyn-Rogers made fine contributions in the soprano and mezzo roles, and the well-drilled BBC Symphony Chorus held its own.

BARRY MILLINGTON

Beethoven with few thrills

Vogler Quartet
Wigmore Hall

IN RECENT years London has been lucky with Beethoven. Magnificent musicians have given us memorable cycles of the sonatas and the chamber music. One thinks of Brendel, the Emersons, the Lindseys. But the Wigmore Hall's new series of the complete string quartets is different. The 17 masterpieces have been shared out among six top international quartets "as a symbol of European friendship". I don't know about that, but there will surely be some fascinating contrasts in style and approach.

Opening the series, the Vogler Quartet — former East Germans who have risen fast — did nothing very astonishing, but did it very well. Aside

from a few moments of questionable intonation from the leader, they offer superb technical skills that are all the more effective because they are not flaunted but taken for granted in interpretations of lovely soft-grained lyricism. Few quartets produce a warmer glow in the slow movements: the Adagio cantabile of Op 18 No 2, and especially the glorious Adagio variations of Op 127, were unfolded with a silken serenity.

Missing from a characteristic Vogler interpretation, or at least played down, is much

sense of anger, struggle and anguish. The opening Allegro of Op 95 was delivered with great clarity and intelligence, but there was little sense of a tremendous tussle of ideas — of the hurly-burly of genius tossed about.

Neither here nor in the dazzlingly fast but somehow imperturbable finale did one get any impression of the players digging deep into their own psyches. It was all rather unruffled. But this quartet invests so much thought into its phrasing, and plays with such unanimous style, that the listener readily accepts the elevation of poise and grace over storm and stress.

RICHARD MORRISON

"THE MOST UNPRETENTIOUSLY ENJOYABLE SHOW IN LONDON" HAS MOVED THEATRES

ALAN AYCKBOURN
AND
ANDREW LLOYD WEBBER
MUSICAL

THE JOLLY GOOD SHOW

"A DELIGHT" *THE TIMES*
"BY LOVE" *EVENING STANDARD*
"JOLLY GOOD SHOW!" *THE FINANCIAL*
"ABSOLUTELY SPIFFING" *WHAT'S ON*
"DELIGHTFULLY DIVERTING" *THE OBSERVER*

"HAD THE AUDIENCE BUZZING UP WITH LAUGHTER... SIZZLY SUCCESSFUL!"
"AN ENCHANTINGLY BATTY EVENING" *SUNDAY TIMES*
"BY GEORGE BY LOVE BY JINGO DAZZLINGLY JOYFUL!" *NATIONAL THEATRE*

FROM 5 OCTOBER PLAYING AT THE LYRIC THEATRE
BOX OFFICE 020 7462 5000 TICKETS 020 7462 5000

سكنا من الاول

IP
talent in
pure world:
Nile show
worth
ine
gow show

ies

LAW

● TRILLING NEWS 41
● SURF'S UP 43

Two men and a baby: what of the law?

Chris Barton reviews recent cases that challenge some common assumptions about parenthood, modern relationships and the rights of parental responsibility

William Zachs and his homosexual partner, Martin Adams, revealed recently that they are bringing up a daughter, Sarah Clare. Another couple, Steph and her partner, Sharon, were featured on *Child of Mine*, a Channel 4 documentary about lesbian parents. They, too, are bringing up a child — a little boy who, like Sarah Clare, was conceived through artificial insemination.

The cases challenge some old assumptions. Until recently, both procreation and parenthood proceeded on standard lines. A woman and a man did what came naturally and consequently they sometimes became "mother" and "father".

Having managed that, such couples were not required to demonstrate parenting skills to justify their procreative abilities. The woman would often be married, thereby resolving the difficulty, supposedly inherent in the nature of human reproduction, of identifying the "father".

The first challenge to this monopoly came from scientific advances. DNA testing can now identify the father, and new methods of assisted reproduction can give a child two natural mothers, one genetic and one biological.

But though technology cannot yet realise same-sex procreation, Mr Zachs and Mr Adams seem to have achieved *de facto* co-parenting. In asking whether English law would recognise their status, we should also consider the anonymous lesbian couple who want the fertilised egg of one of them to be implanted in the other, and Stephen Whittle, the female-to-male transsexual, who wishes to be registered as the father of his partner's child.

While many will find it difficult to separate these three cases, the law already does so. Sarah Clare is with us because Dr Zachs paid a woman to be artificially inseminated with his sperm and then to hand the baby over.

Not being married to the mother, Dr Zachs would not, unlike her, have automatic "parental responsibility" under English law. But he would be Sarah Clare's legal "father", and incur a potential duty under, for example, the Child Support Act 1991 and 1995, as well as a right to apply for a "parental responsibility".

order from the court under the Children Act 1989. Sarah Clare would need to have lived with the couple for at least three years before Mr Adams could apply as of right, but he could do so immediately with leave of the court. Such an order would give him most of "all the rights and authority which by law a parent has in relation to a child".

The two lesbians have had their request refused by the Ethics Committee of King's College Hospital on the limited ground that such treatment should be available only to the infertile. Had the women achieved their aim, the baby's position would anyway have differed from Sarah Clare's. Under the Human Fertilisation and Embryology Act 1990, the woman who gave birth would be the mother. There would be no legal father, because the Act specifically excludes the consenting donor from that role, allowing his place to be filled by the woman's male partner. (The latter qualifies only where the couple have received joint "treatment services" from a licensed clinic; if not, the sperm donor would retain legal fatherhood, irrespective of his wishes or intentions.)

What of Mr Whittle, the newly male transsexual, who wishes to be registered as the father of his female partner's child under the Births and Deaths Registration Act 1953? For the moment, the honesty of the couple's approach must frustrate their ambitions.

Such registration depends on the mother agreeing to the father's registration, or on the couple being married. They have not pretended that Mr Whittle is the child's natural father, and his sex change is not recognised under English law at all, let alone for the purpose of allowing him to marry in his chosen gender.

To rectify the non-recognition, he must look to the European Court of Human Rights, which has come closer to such acknowledgement each time it has considered the matter. These dry legal rules do not, of course, begin to address the two real issues, which are whether marriage should be available to such couples (thus permitting joint adoption of children) and whether, in the case of homosexual pairs, it is appropriate for them to act as co-parents.



Martin Adams and William Zachs with Sarah Clare, conceived through artificial insemination

As it happens, neither the 1989 Danish "Law on Registered Partnerships" nor its 1994 Swedish equivalent, include adoption rights in the quasi-marital status that they confer upon same-sex partners.

Yet even the comparatively liberal objections mounted against such parenting — that the children would be denied the role models of both mother and father, that they would be more likely to become gay themselves and that they would face peer derision — has not been borne out by the results of a number of empirical surveys in America.

Never home, in August this year, the Scottish Court of

Session held that there was no fundamental objection in principle to an application for the adoption of a young disabled boy by a homosexual man who proposed to bring him up jointly with his male partner. It was held that: the applicant should be treated as an individual, not a member of a class; the need to safeguard the child's welfare was paramount; and that a judge's personal views or private beliefs are irrelevant. As for cruder objections, some people still need reminding that homosexuals are no more likely than heterosexuals to be pedophiles.

● The author is Professor of Family Law at Staffordshire University.

intake should be from a minority, but there are not enough qualified candidates to go round.

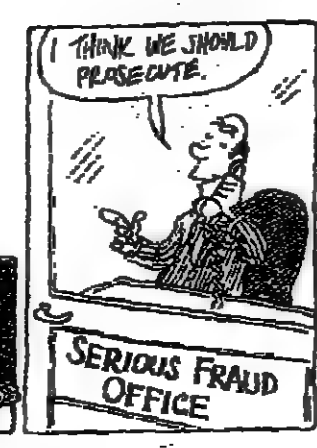
Fund-raiser
THE QCs Cherie Booth, Patricia Scotland and Presley Barendse were among 100 women at the 25th birthday party last week hosted by Denton Hall for Refuge, the women's charity, of which Ms Booth is a trustee. The event raised £3,000.

Sevens up
MORE THAN 30 London law firms are competing in the annual Law Society Sevens rugby tournament sponsored by the bankers Rea Brothers at Richmond Athletic Ground, south London, on Sunday. The prize is the Freshfields Bowl (the firm has won ten times in 12 years).

Roger Looker, corporate finance director, who also chairs the Harlequins Rugby Club, will present the bowl to the winners. If it's Freshfields again, law firms are threatening legal action.

SCRIVENOR

STUART & FRANCIS



LINK can't be beaten

MR Justice Brooke, former chairman of the Law Commission, has joined a lively discussion of the lawyers' electronic network, LINK. Under the heading of *Spanking v Beating*, the Court of Appeal judge commends a Law Commission paper for an up-to-date statement of the law on "lawful correction". The publication is, Mr Justice Brooke says, available in all reputable libraries and should, he adds, be available on the Internet. This might spare the blushes of lawyers who don't want to be heard in libraries asking for something on "lawful correction".

Judge promotion

LORD Goff of Chicheley has been appointed senior Law Lord in place of Lord Keith of Kinkel who retired yesterday. Lord Goff, the second senior Law Lord since 1994, becomes the highest-ranking judge in the land, in that he heads the

OUTS



Lord Goff: new role

House of Lords Judicial Committee. But Lord Bingham of Cornhill is the most senior practising judge in judicial hierarchy — although he presides over a lower court, the Court of Appeal.

Cue the chairman

LORD Justice Rose, second senior woman barrister at the Bar Council conference on Satur-

day. To a suggestion that the Bar was a hostile environment for women, he answered that on the contrary, he could think of "one or two examples, and happily they are few, where women have been appointed when, if they had been men of comparable ability, they would not have been".

Professor Mary McAleese, Pro Vice-Chancellor of Queen's University, Belfast, said that there was need to change the profession's culture of complacency, "a little of which I heard resonating in Sir Christopher's attitude".

Black Power

LAWYERS from the ethnic minorities are at a premium in New York and law firms are paying up to \$8,000 just for the chance to interview 12 of them at a job fair. Each extra interview costs \$2,500. Under New York Bar rules, 10 per cent of firms' annual

Adam Vaitilingham on working on a tropical island

Sand in my briefs, sun on my hat

ADVERTISEMENT for legal work on some tropical island frequently appear in The Times. This is what it is like to work in the West Indies.

It was a September day and, having endured the grind of 12 months' pupillage, I was in the Middle Temple library studying the careers page in *The Times*. Uninspired by the repetitive offers of corporate work in the City, I found my eyes caught by an ad seeking a young lawyer to work in a country of which I had never heard. Several interviews and three hectic months later, I had been offered the job and I was escaping the English winter. I was en route to Providenciales, the booming financial and tourist heart of the Turks & Caicos Islands in the British West Indies. I had few clues about what to expect, but the place turned out to be the quintessential tropics, with white beaches and turquoise sea.

My firm had only three lawyers and so I was thrown straight in at the deep end. Most of our work involved offshore finance, an area of law that I knew next to nothing about, and the rest was general advice for clients in the islands, bits and pieces of contract, employment and property law.

There were entertaining moments in the local magistrates' court — I once reached the dizzy heights of defending a hotel client on a charge of possessing undersized lobster tails — and more testing times in the Court of Appeal in the Bahamas. I was given far more responsibility than I would have had at a similar level in England and worked harder than I had expected, but there were no gratuitous long hours just to keep the boss happy — that feeling so familiar to junior lawyers in the City.

My experience was pretty much the same as the other young professionals in the Turks & Caicos and to many of our peers in nearby places such as Bermuda, the Cayman Islands and the British Virgin Islands. Most of the lawyers had taken a chance and come to work for a small local firm with two or three partners. The accountants, on the other hand, had all been seconded from their positions with the big established firms in the UK and

were expected to return to the fold after a couple of years offshore. There was a unanimous feeling of liberation from the stuffy confines of the professions in our home countries.

Away from work, a tax-free salary meant that an apartment right on the beach was easily affordable and a bank loan for the necessary car a formality. Savings stacked up (partly, it must be said, because there were few outlets for spending).

The islanders were easy-going and I met adventurous people from all over the world. We swam in the ocean before and after work and spent weekends sailing or diving around the nearby cays and deserted islands. We played football against teams of illegal immigrants from Haiti (refugees from the troubles in their country 70 miles to the south), and cricket against the Antiguan and Barbadian who made up the local police force.

That was the positive side of life in the islands. On the other hand, the savings were needed to finance ambitious holidays — essential to compensate for the lack of cultural amenities and the social claustrophobia of living on a tiny island. The attitude of many of the expatriates towards the islanders and the disparity in wealth between the two groups caused some friction, and at times I felt about as welcome in both camps as one of the seasonal hurricanes.

But despite the limitations, I stayed beyond my two-year contract period, and it took a lot to tear me away.

You may think that it takes courage to pack up and start a new life in the West Indies, but I am not so sure. If the chance comes along, you should ask yourself only a couple of questions. First, can you risk stepping off the conventional career path? When you come back to England, some would-be employers will pass you by because you have got sand in your shoes or the sun has addled your brain. Any worthwhile employer, though, will recognise the extra dimension that the experience has given you and be glad to snap you up. Secondly, can you leave your friends and family and friends social life? For me, going away invigorated my friendships (most of them took the chance to visit).



Paradise — or just hard work?

Private Practice - London

Corporate Tax
Exciting role for a 2-4 years-qualified corporate tax lawyer, preferably with ATIL. Prospects for the right individual to progress rapidly.
Ref 32932 - Niru Chandra

Company
Company lawyer required with 2-4 years' exp. The role involves a varied caseload and much client-contact, so a confident personality is essential.
Ref 32936 - Niru Chandra

Employment
Employment lawyer with 0-2 years' exp is sought by a progressive medium-sized City firm. Role offers early responsibility.
Ref 32935 - Niru Chandra

Defendant PL/Med Neg.
Highly-regarded City firm seeks personal-injury specialist qualified @1-4 years; potential also to undertake medical-negligence work.
Ref 33339 - Philip Boynton

Telecoms
Medium-sized City firm with distinctive character and record of growth offers career opportunity for telecoms lawyer admitted @2-4 years.
Ref 33312 - Philip Boynton

Banking/Finance
One of the fastest-growing practices in London requires banking/finance lawyers at all levels; quality more important than specialisation.
Ref 32559 - Philip Boynton

PSD
Preston Strickland
Legal Recruitment

Reuter Strickland
5 Breams Buildings
Chancery Lane
London EC4A 3DY
Tel: 0171 405 4181
Fax: 0171 242 1281
E-mail: reut@psd.co.uk

Richard Owen & Harper

Senior Commercial Property Lawyer
City £60,000
Full service with strong international connections, especially in Europe, this progressive medium sized firm has its principal office in the City. The imminent retirement of the highly regarded head of the property department has created a need for a senior practitioner of proven ability to join the team and to undertake a considerable volume of existing work. This embraces all aspects of the property field: investment, development, secured lending, the property aspects of share and business acquisitions and disposals, business leases, landlord and tenant matters and estate management.
You are likely to be admitted about seven years. The partnership regard this appointment as an exceptional career move. Ref: HL8315

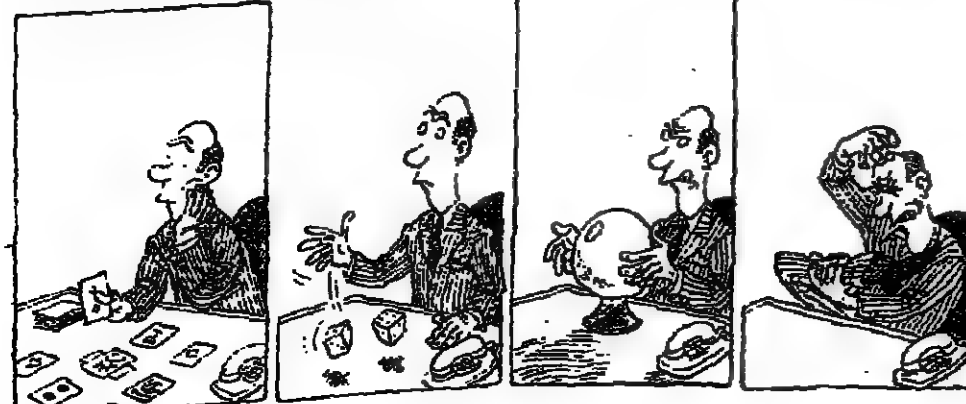
Employment
City to £55,000
Thriving employment department offering a full range service to its own clients, in addition to assisting other departments within this high profile City firm, has scope for an additional 2-4 year ppe employment lawyer wishing to make their mark. Leading names in the field head a strong team of lawyers (including those providing pensions and benefits advice).
The litigious side of the work is handled within the department alongside corporate and non contentious aspects. The current opportunity has a contentious emphasis and you should be fully at home with all stages of Industrial Tribunal and High Court procedure. You will clearly be happy to contribute to the large team environment but relish responsibility. Ref: HL8294

Contact Stephen Watkins on 0171 430 2349 (day) or 01787 237669 (evenings/weekends)
Contact Sue Neson on 0171 430 2349

Richard Owen & Harper, Kingsway House, 103 Kingsway, London WC2B 6QX
Fax: 0171 831 2536

Hays

QUEEN'S COUNSEL



TO ADVERTISE
CALL: 0171 680 6828

LEGAL APPOINTMENTS

FAX:
0171 782 7899

EQUITAS

HIGH PROFILE SENIOR IN-HOUSE POSITIONS City £Competitive Plus Benefits

The Equitas Group has been formed to reinsure the liabilities of Lloyd's of London syndicates in respect of 1992 and prior business (other than life business). This reinsurance, which was completed at the beginning of September, is believed to be the largest single series of reinsurance transactions ever written.

Equitas manages the run-off of the business reinsured, including claims handling and reinsurance recoveries. It is seeking to strengthen its in-house legal team with the appointment of two lawyers to highly demanding roles in the following areas:-

(i) Insurance/reinsurance corporate/commercial

You will have at least 8 years' post qualification experience in the respective disciplines and be currently in either private practice or in-house.

Above all you will have a highly developed commercial approach, proven negotiating skills, and a desire to move into an environment that will expect a high degree of professionalism. In return you will receive a competitive remuneration package.



For further information in complete confidence, please contact Seamus Hoar on 0171 405 6062 (0171 403 5727 evenings/weekends) or write to him at Quarry Douglas Recruitment, 37-41 Bedford Row, London, WC1R 4JH. Confidential Fax: 0171 831 6394. This assignment is being handled on an exclusive basis by Quarry Douglas and any direct or third party applications will be forwarded to them.

CHAMBERS

Subject to References

An offer of a job is always a pleasure to receive. It is a vote of confidence in you, backed up by money and position. But then, in the last paragraph, there are the mean, suspicious words: 'This offer is subject to satisfactory references'. They are probably a formality, but you're not quite sure. What if your reference is poor? What if your employer is upset by the fact that you're leaving? Doubts begin to multiply. There is always someone who doesn't get on with you. What if they ask them?

In our experience, poor references are extremely rare. Most partners give honest references, and do not allow personal feelings to interfere.

Occasionally, things can go wrong. One of our candidates recently had to give as a reference her former supervising partner. The reference was taken over the phone at around three o'clock. Unfortunately, the partner had just returned from a long and merry lunch, and gave such a flamboyant and eccentric reference that the employers felt unwilling to proceed with the offer. We had to persuade them to take a reference from another partner who knew her well in order to get the offer confirmed.

Sometimes, of course, there really is a problem about references. All you can then do is warn your prospective employers and explain the circumstances.

Michael Chambers

CHAMBERS & PARTNERS
74 Long Lane
London, EC1A 9ET
Tel: 0171 636 9371
Fax: 0171 403 7552

INDUSTRY & BANKING Sonya Rayner

Commercial Lawyer: N Home Counties
Lawyer with min. 4 yrs' exp to join leading retail company. Work includes commercial contracts, consumer credit and trading issues, data protection and health and safety, together with litigation. Expect of retail sector, gained in-house or in private practice, essential.

Litigation: Midlands
Financial institution requires Litigation Solicitor for its Corporate Recoveries Unit. Must have at least 2 yrs' exp and knowledge of secured lending and professional negligence. Must be able to work without supervision.

Media Group: London
Opportunity for Solicitor with 2-3 yrs' exp and exp of acquisitions and general commercial work to join successful international co. Excellent remuneration.

PRIVATE PRACTICE London: David Woolfson, Simon Anderson South: Harriet Stow North & Midlands: Sukh Bhatta

Partnership Positions
We have been assisting partners seeking a career move for over 20 years now and are regularly placing several partners each month.

Corporate Tax: City
Med-sized firm offers 0-3 yr qual solr work and back-up equivalent in quality to large firm. 6 lawyer tax dept. Advices on mainstream corp transactions. To £45,000.

Employment: City
Well-known niche employment practice seeks a high calibre solr with 2-4 yrs' exp to handle contentious employment work. Expect of IT advocacy an advantage.

Corporate Finance: West End
Med-sized firm with serious Stock Exchange practice seeks 2-3 yr qual solr who enjoys the work but is disillusioned with the City.

Shipping: City
Major City firm seeks a solr with 1-2 yrs' exp to assist partner on shipping, international trade & commodities work, possibly including some general commercial lit.

Commercial Lawyer: Amsterdam
Opportunity for lawyer with 3-6 yrs' exp of European corporate/commercial law to join legal dept of well-known international co. Prior international exp. desirable; experience of working in industry essential. Must enjoy overseas travel, often at short notice.

Commercial Lawyer: S Home Counties
Solr with approx 2 yrs' exp and, preferably, exp of working in-house, to join legal dept of financial co. Wk will include advice on legal aspects of real mortgage lending and development of new areas of business.

Competition Lawyer: London
Experienced lawyer with at least 8 years' EU law experience to join legal department of major PLC. Must also have general commercial experience.

Commercial Property: City
Stimulating mix of top quality development work and PF1 projects work offered to 5-7 yr qual solr by leading property firm. Excellent partnership prospects.

Multimedia Partner: WC2
Serious player in multimedia field sought by leading media/comm firm with prestigious international client base. Must have first rate technical skills & a following.

Senior Construction: Manchester
Senior solicitor or partner with construction exp or a mixture of both now sought by leading firm.

Employment: Manchester
Solicitor with 6-12 months employment experience sought by top firm for an interesting range of work.

Commercial/Civil Lit: South West
Rare opening for 0-3 yr solr with contract/civil exp to handle varied caseload in lovely location on the coast.

Employment: South East
Comm firm seeks senior employment solr to develop and manage unit. Interest in marketing an asset.

In-House • New London Vacancies

FINANCE TRANSACTIONS 3-6 yrs
Surrey - Excellent frontline transactional role with a top US multinational for a City trained specialist seeking commercial involvement in dynamic environment. Varied, quality int work. V. good package.

DERIVATIVES NO-Senior
This is a highly active market. Exciting opportunities are available at all levels, within US, European and Japanese banks. Highly attractive packages are on offer.

BANKING 1-4 yrs
Leading European banks have a range of exciting opportunities for ambitious banking lawyers. Syndications and emerging markets experience especially in demand.

INSURANCE CO. NO-1 yr
Great opportunity to assist the Legal Dir. in positive, team environment of expanding European insurance co. Broad commercial and insurance workload is on offer. Some market knowledge is sought.

COMMERCIAL to £40k+ base
Herts - Major consumer goods company seeks a bright young commercial lawyer to give broad commercial and EC advice as part of their small team. Good package.

COMMERCIAL / EC 3-5 yrs
London - Top multinational co seeks high calibre City trained commercial lawyer with good EC experience to join established team. Good long term career move.

OIL & GAS 6 mths-4 yrs
Above market rate salary and chance to work in high profile international team, is offered by one of the most successful firms in the City. Superb training and quality of work.

IP LITIGATION 2-5 yrs
Strong litigator with first class 'half' IP experience is sought by high profile team. Working with a young, charismatic partner superb work & strong prospects are offered.

NON-CONT. IT 6 mths-2 yrs
Young and dynamic IP/IT team have an urgent requirement for a bright junior lawyer due to a flood of new instructions. Superb working environment.

PROP/ENVIRONMENTAL 2-5 yrs
Dynamic lawyer with extensive contaminated land experience is sought to join thriving property department of highly regarded Holborn firm.

NON-CONT. IP 2-4 yrs
Strong non-contentious IP lawyer is offered early responsibility and strong prospects by leading IP department in major firm.

MATRIMONIAL 1-4 yrs
Attractive firm with growing matrimonial workload seeks top pedigree junior lawyer ideally from an established practice.

INSURANCE 3-5 yrs
Top City firm seeks first class non-contentious insurance lawyer to handle financial services & regulatory work.

CORP. TAX NO
Due to heavy client demand, our client, a leading City firm, will require 2 strong NQ Corporate tax lawyers. Strong experience gained during articles essential.

CORP/TELECOMS 1-4 yrs
An unmissable opportunity to develop from pure corporate into interesting telecoms based work for a bright City trained lawyer seeking to join a popular firm.

EC 2-3 yrs
Rare and exciting EC position in highly regarded City firm for bright, personable lawyer, currently working in another City practice. Strong experience essential.

SHIPPING LIT NO-1 yr
One of the leading shipping firms now seeks a high calibre litigator, with at least 6 months experience gained during articles. Excellent career move to join a major player.

CONSTRUCTION LIT 1-3 yrs
Small, popular and widely respected construction team in popular Holborn firm seeks a top pedigree litigator, focused upon a career in construction work.



GRAHAM GILL & YOUNG

For further information, please call Stream Hall on 0171 430 1711, or write to Graham Gill & Young, 46 Kingsway, London WC2B 6EN. Fax: 0171 831 4186.

0171 430 1711

New Directions

PRIVATE PRACTICE

Corporate - to £45,000 Singapore
Situated in the heart of the booming Asian market, this world leading multi-national firm offers incomparable opportunity and experience for a 2-4PQE Corporate Lawyer with top City expertise.

Property - to £38,000 West End
The continued upturn in the property market has created an exceptional opportunity for a 1-4PQE Solicitor to handle a broad range of commercial and residential matters in this of 3 Partner practice with an enviable reputation.

EC/Commercial - to £36,000 City
Bright, ambitious 2PQE Solicitor is sought for a variety of commercial work including competition, JV and merger control. Languages desirable, not essential.

Employee Benefits - to £36,000 City
Top grade 2-4PQE Solicitor with good non-contentious employment and employee benefits experience is sought to join specialist group within this thriving firm. Good academics and inter-personal skills required.

Shipping - £30,000+ City
Niche City shipping practice, highly regarded by its peers, seeks a senior Solicitor with 4-5 years broad shipping experience for an integral role in the continued growth of this thriving practice.

Intellectual Property - £40,000+ City
Leading IP City heavyweight firm seeks a Solicitor 4PQE+ with trade mark, patent and other general IP experience. Marketing and client development skills essential.

Corporate Finance - £44K City
Superb opportunity for a high flying corporate finance Solicitor to head up department in a major City firm with strong international connections. May well suit a No2 or 3 now ready for the challenge of leading. No following required.

The above is a small selection of our current instructions. For a confidential discussion on these and any other positions, please contact: Lynne McCarroll, Jon Garrett or Lucy Boyd.

LIPSON LLOYD-JONES - Legal Recruitment
127 Cheapside, London EC2V 6BT Tel: 0171 600 1690 Fax: 0171 600 1972



IN-HOUSE

Finance - £20,000 Tokyo/London
Senior banking/finance lawyer is sought by renowned City institution to work initially in London with a view to transferring to Tokyo to set up and run a legal department. Two lawyers are also sought for London, both 1-4PQE, one to handle FOREX, the other for claims work.

Property - £33,000+ base Home Counties
Utilities company seeks senior commercial property lawyer to handle a wide range of work relating to its property portfolio. Candidates must be willing to travel to various locations nationwide.

Banking - £33,000+ base City
International bank seeks City trained lawyer 1-2PQE with practical knowledge of company and contract law, ISDA and banking documentation. Excellent first in-house move.

Telecoms - to £45,000+ London/Home Counties
A number of companies seek commercial lawyers 2-5PQE ideally with in-house experience to handle a range of work. Media or telecoms experience useful.

Shipping - to £30,000 City
Leading organisation seeks two shipping lawyers NO-2PQE to handle cargo claims and some F&B. A fluent Spanish speaker is sought for one of these challenging roles.

Energy - to £30,000 Home Counties
One of the UK's foremost plc's seeks City trained Solicitor 3-5PQE to handle company/commercial work with an international flavour. Overseas travel likely.

Construction - to £38,000 London
Building company has position for lawyer aged 27-40 years and at least 2 years' experience in non-contentious work. Property background useful.

Senior Legal Counsel - Derivatives

for European Bank

Our client, one of the world's largest universal global banks, base their success on their excellent credit rating and record of innovative product development.

The Derivatives Legal Group has established itself as an integral part of this success, through participating actively with the derivatives business in structuring, negotiating and documenting a wide variety of derivative products and related transactions. These include fixed income, equity, commodity, credit based derivatives and related structured products.

Due to continued growth in business activity, an outstanding opportunity exists for an experienced lawyer to join this established team. Candidates should ideally have a minimum of three years' post-qualification experience with a good knowledge of derivatives, gained from one of the leading City law firms, or another leading financial institution. Exposure to collateral and/or bankruptcy law or emerging markets trading would be particularly advantageous. Technical expertise, good drafting skills, sound commercial judgement, some product knowledge and the ability to work proactively with maturity are essential.

The importance of this appointment is reflected by a generous remuneration package, complemented with a range of banking benefits. The rewards, in terms of job satisfaction, are likely to be just as impressive.

To discuss this opportunity in complete confidence, please telephone Claire Hine LLB (Hons), quoting reference 32835. Alternatively, send your cv to her at the address below.

PSD

Reuter Simkin
Legal Recruitment

Reuter Simkin
5 Bream's Buildings
Chancery Lane
London EC4A 1DY
Tel: 0171 405 4161
Fax: 0171 242 1261
E-Mail: rsl@psd.co.uk



INVESTOR IN PEOPLE

Legal Adviser

City 1-2 yrs exp

Today's environment for banking activities - stimulated by such major trends as securitisation, internationalisation, and the growing access to timely information - is undergoing rapid and dramatic change. Against this background of challenging operating conditions, our client aims to be the Global Leader in Universal Banking and is currently one of the largest commercial banks in the world.

The established London legal department undertakes a broad range of work including documentation of banking, capital markets and treasury transactions; drafting of general commercial contracts; advising on tax, employment, insolvency and management issues; monitoring and advising on compliance and regulatory issues; company secretarial, property and committee work.

An additional solicitor is now required with at least one years' post-qualification experience with knowledge of:

- company and contract law
- lending documentation
- ISDA documentation structure

Candidates must have a flexible, self-motivated approach with effective communication skills and, above all, the ability to keep a commercial perspective. This is an excellent opportunity for an individual to gain in-house experience without over specialisation.

To discuss this opportunity in complete confidence, please telephone Claire Hine LLB (Hons), quoting reference 33455. Alternatively, send your cv to her at the address below.

PSD

Reuter Simkin
Legal Recruitment

Reuter Simkin
5 Bream's Buildings
Chancery Lane
London EC4A 1DY
Tel: 0171 405 4161
Fax: 0171 242 1261
E-Mail: rsl@psd.co.uk



INVESTOR IN PEOPLE

مكتبة الأمل

Solicitor tries to crash the notaries' party

Most notaries are solicitors, so it is easy to assume that notaries are part of the legal profession. In fact, notaries are a separate profession. They draw up, attest and certify deeds. They trace their origins back to Roman times when they acted as recorders of transactions.

Christopher Stoakes says the cosy world of the scrivener is under attack

In the Middle Ages they were educated scribes under the aegis of the Church. When Henry VIII renounced the Pope's authority, he set up a notarial body called the Court of Faculties under the Archbishop of Canterbury. It still exists. There are about 1,000 notaries around Britain. The idea is that each provincial centre large enough to support one should have one. It is hard to survive as a notary alone which is why so many are also solicitors. The London branch is more select. There are 29 there, called scriveners. They have been going since 1616.

Relations between solicitors and notaries are good. Tony Girdling, the Law Society President, is a solicitor and a notary. Barry O'Meara, a consultant with City solicitors Rowe & Maw, has just been elected Master of the Worshipful Company of Scriveners. But all is not rosy in the scriveners' garden.

Mark Smith, a solicitor with Prince Evans, a London law firm, has been waging war against the scriveners. He wants to be one and they will not accept him. Mr Smith has spotted that notaries on the Continent can make a particularly good living, because they have turned their monopolies, conferred by civil law, over the incorporation of companies, conveyancing and mortgage work, into lucrative commercial practice. In principle, all Mr Smith should have to do is qualify as a notary in the UK — preferably as a scrivener — because he works in London.

then assert his right under the European directive on the mutual recognition of professional qualifications to establish a notarial practice on the Continent.

The problem is qualifying as a notary. To become a notary outside London, one has to pass the examinations set by the Court of Faculties, and then be supervised by a notary for two years. A solicitor has to sit just two papers — one on notarial practice and one on bills of exchange, because notaries have a specialisation in negotiable instruments.

But to become a scrivener requires an apprenticeship of not two but five years. Vacancies are few. Scriveners have an exclusive jurisdiction covering the area within three miles

of the boundaries of the City. This monopoly, dating from 1573, was reaffirmed by the Courts and Legal Services Act 1990. The scriveners argue that there is not enough work to support a lot of them practising exclusively as such, and that free competition could lead to their extinction.

Seeking to establish a practice on the Continent would seem a good solution, but notaries in the UK have not sought to push their European colleagues into mutual recognition of their qualifications. Mr Smith says: "Instead of the mutual recognition of professional qualifications, what we have here is the mutual recognition of monopolies."

If Mr Smith succeeds, the floodgates could open. Lawyers in the UK would qualify as notaries and establish practices on the Continent. Leading City firms with offices on the Continent would be able to augment the services they offered clients.

English firms tend to be larger than their continental counterparts, so local notaries might find it hard to withstand the Anglo-Saxon onslaught.



Scriveners have a jurisdiction covering the area within three miles of the City boundaries

Stalkers must beware in Scotland

Last week the Home Secretary indicated that he wanted to press ahead urgently with laws to outlaw stalking. The recent attempts in the English courts to use other offences to prosecute alleged stalkers underline the problems of a criminal system based largely on statute law.

Last week's conviction of Clarence Morris in Southwark Crown Court, south London, on a charge of assault against Perry Southall by a campaign of harassment

was preceded a few days before by the acquittal at Inner London Crown Court of Dennis Chambers on a charge of assaulting Margaret Bent by frequently following her home and telephoning her.

To Scottish eyes, it appears that English lawyers are tying themselves in knots over the necessity for proof of the requisite criminal state of mind on the part of the defendant and also on proof of some psychological or other damage suffered by the victims. MPs have declared

the need for a new statute dealing with stalking. In Scotland, no such problems arise. Proceeding at common law on the wide and flexible charge of breach of the peace, there would have been no difficulty in securing a conviction in Mr Chambers's case.

All that is required for that charge to be proved against an accused person is that there is the potential for alarm. There is no need to prove that alarm actually occurred. So when more than 100 years ago on a quiet

Sunday night patrol two police officers in Stranraer heard the sound of drunken singing coming from private property, the court convicted the carousing songbird — although nobody complained.

Breach of the peace, then, can be a victimless crime. Even when someone is putting themselves forward as the victim, it is not necessary to prove that they suffered any form of actual hurt. The difficulties experienced by the prosecution on the point of psychological form in the case

against Mr Chambers would not have been experienced north of the border.

Stalking and similar antisocial sexually motivated behaviour has been dealt with in the Scottish courts on a common-law basis for many years, without any drama or crisis. Simple it may be. But it is extremely sensible.

ALISTAIR BONNINGTON
The author is lecturer in law at the University of Glasgow.
Letters, page 17

Lawyers hit a high note

Alasdair Steven on a scheme to introduce legal trainees to opera

The Lord Chancellor in Gilbert and Sullivan's enduring *Patience* may have considered that "the law is the true embodiment of everything that's excellent", but it is doubtful whether the wily old buzzard was also referring to opera. Yet today's hard-pressed law students seem keen to take time off from study to dip their toes into the operatic pool.

The new production of Verdi's *La traviata* at the English National Opera, which opened its season last month, was an obvious office winner with famous tunes, lots of love duets, forlorn love, the girl dying in high dudgeon and direction by Dr Jonathan Miller. Dr Miller has a track record among ENO audiences, as his historic production of the maudlin *Rigoletto*, also by Verdi, has been popular for almost two decades.

So it seemed an ideal cocktail to set the season off with a bang and to introduce the City merchant bank Schroder, a new sponsor to the Coliseum.

As well as helping to finance production, the bank decided to encourage the young into an opera house. So attractive was the idea that the bank won extra funds from the Department of National Heritage's Pairing Scheme.

It is called Discover Opera and allowed 25 per cent off the price of tickets at the Coliseum for graduates who are on a training scheme. The lucky recipients received not only a card that allowed them discounted tickets, but also a bottle of champagne on their first visit.

The ENO went into overdrive nine months ago and after many calls it sent out 500 packs explaining the procedure. But they had to close the allocations after

300 replies. "It is a pilot scheme," said Jane Livingstone of the ENO, "and funds were limited."

The Coliseum aimed the scheme primarily at professional firms, banks and leading industrial concerns throughout the South East. The response was heavy, principally from legal firms. Seventy per cent of those who have been granted the offer were from City law firms. Leading the operatic league table were Freshfields and then Macfarlanes.

Ms Livingstone says: "We wanted to bridge the gap between the existing offers we have for school children, and the young executives who may be in London on their first job."

The Discover Opera plan was a joint venture between Schroder and ourselves. It has been a refreshingly successful operation."

Freshfields admitted that it was taken aback by its operating graduates. A spokesman said: "We do have an internal scheme that makes tickets available to our staff. That takes in the ENO, the Barbican and some musicals, but I didn't realise we were budding Domingos."

Certainly, Covent Garden confirmed that it, too, has "many lawyers, barristers and judges" among its regulars. So it is a shame that the profession is not better represented on the stage.

There are often doddery old notaries who come on (Mozart's *Così fan tutte*, and *The Marriage of Figaro*) to marry the wrong soprano to the wrong tenor, but no meaty roles given over entirely to legal eagles. Except dear old G and S. But, then, Gilbert trained as a barrister.

La traviata is at the Coliseum until November 15.

Inchcape SENIOR SECRETARIAL ASSISTANT

LONDON (WEST END) ATTRACTIVE SALARY PLUS CAR/CAR ALLOWANCE

Inchcape is one of the world's leading international distribution groups, with a turnover in excess of £6 billion and 42,000 employees world-wide. Operating in over 100 countries, they combine global spread with a detailed knowledge of local markets.

They represent many of the world's best known brands within five key areas: motors, soft drinks, consumer and industrial products, and office equipment. They also operate the largest independent shipping-services network in the world.

Owing to natural career progression, a capable professional is required to join the high calibre team at Group head office. You will support the Group Secretary and Deputy Secretary and will help to supervise and develop two qualifying Assistants. The broad role will encompass corporate restructuring, Stock Exchange and statutory compliance (for UK and abroad), assistance with meetings, corporate governance, report and accounts work, and an interesting range of commercial, routine and ad hoc projects.

Age is less important than ability to contribute strongly, but a mature approach is essential to fit the role. Probably a graduate, you will definitely be professionally qualified and possess at least 2 years' experience in a listed PLC, preferably with major international operations. A results-oriented team player with good interpersonal skills, initiative and IT competence, you will combine technical excellence with a flexible and willing approach. Some experience of legal affairs is desirable.

This is an exciting opportunity to gain real responsibility and develop within a dynamic major company. The remuneration package will reflect the quality of the appointment.

Please write, in confidence, with full career and salary details to Graham Campbell or Sue Matheson, MSL International Limited, 32 Aybrook Street, London W1M 3JL. Please quote ref 60696.

LONDON 0171 487 5000 BELFAST 0232 421892 BIRMINGHAM 0121 484 8844 BRISTOL 0117 927 6817 GLASGOW 041 334 7700 LEEDS 0113 265 4287 MANCHESTER 0161 487 1722 NOTTINGHAM 01522 455 646

NEW POSITIONS

COMPANY/COMMERCIAL South Coast To £Excellent
Where can you get City work, City pay and the fresh smell of a sea breeze all in one job? At this major regional firm's south coast office. An excellent first move for a city lawyer with 0-3 years' exp and some M&A knowledge who wants to have his or her cake and eat it. Ref: T29782

CONSTRUCTION To £48,000
To build a career as a construction lawyer at this major City firm, you need a solid foundation in both commercial and non-commercial work and 1-2 years' exp. In return, you can expect a high-rate career which will unlock the door to great money and throw the window open to partnership. Ref: T29738

COMPANY/COMMERCIAL To £50,000
Ready, steady, go — you can spring to a career as a top company/commercial lawyer with this major City firm by showing good form and 3-4 years' exp. As you come into the home straight, you will pick up speed and money that will take you through the open to partnership. Ref: T29712

COMMERCIAL PROPERTY To £55,000
If you have 2-5 years' exp and do not like the chance to join a leading City firm's property practice, what will happen? You will lock yourself, chest's what. You may never get a better opportunity to make a real impression at such a firm, where the work and the prospects are just great. Ref: T29788

EMPLOYMENT To £Partnership
If you have come across this City firm's employment practice, then you will know how good it is and will undoubtedly want to join it. And the chance to join it at the top does not happen so often, but does now if you are a senior lawyer who can face walking straight into partnership. Ref: T29795

CAPITAL MARKETS To £Excellent
This one should appeal to everyone who wants a great job and rewards. One of the biggest moves in UK banking needs a very senior capital markets lawyer to head its legal department, a banking lawyer with 5-6 years' exp for a senior job and lawyers with 0-3 years' exp. Will retain 0-18 mid corp. Ref: T29746

PROPERTY PARTNER £Partnership
Major medium-sized City firm is already highly regarded as a market leader in one of the richest and fast moving areas of the law. Alongside this the firm's Property Department has continued to thrive, and a further partner is now sought. You will be a senior assistant or junior partner level with good all-round commercial property experience with at least some following. Work presently handled encompasses the full range of commercial property matters including increasing PFI work. Ref: T29639

For further information, in complete confidence, please contact Adrian Fox, Deborah Dalglish or Christopher Swannery (all qualified lawyers) on 0171-405 6062 (0171-266 1966 or 0181-520 6539 evenings/weekends) or write to them at Quarry Douglas Recruitment, 37-41 Bedford Row, London WC1R 4JL. Confidential fax: 0171-431 6394.



UNITED KINGDOM • FRANCE • THE NETHERLANDS • HONG KONG • NEW ZEALAND • AUSTRALIA • USA



ASSISTANT TO BUSINESS LEGAL COUNSEL

ICI Polyurethanes International and European HQ are based in Brussels. The business employs 1,900 people worldwide and has customers in 70 countries. The PU Legal Department now wishes to recruit an Assistant to the Business Legal Counsel specialising in Intellectual Property Rights, reporting to the Business Legal Counsel.

He/she will be responsible for:

- Providing support and professional legal advice to the International PU Business;
- Drafting and negotiating legal documents;
- Monitoring, interpreting and advising on current and new relevant legislation;
- Advising the Business in operating in accordance with the ICI Group's and PU Business' policies and procedures;
- Assessing and advising on proposed commercial relationships, devising practical legal solutions.

The successful candidate will possess the following key attributes:

- A university degree in Law with an additional specialisation in Intellectual Property Rights;
- 3 to 5 years of practical experience in a large law firm or in a company law department;
- In depth knowledge of commercial legal matters mainly related to IP rights including EEC legislation;
- Familiarity with international operations is required;
- Fluent in English with outstanding interpersonal skills (additional language skills are a plus).

Our client can offer you a dynamic and outstanding environment & an attractive remuneration package. The contract offered will be initially for 3 years.

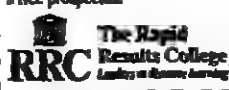
If you are attracted to this challenging position, please write to Mrs. Jetteke Tolenaar or Mrs. Evelyn De Preter at Nicholson International, Search & Selection Consultants, Avenue Louise 304, box 8, 1050 Brussels, Belgium, quoting reference, or fax to 0032.2.647.70.30. For more information, please contact us on 0032.2.647.70.00.



Australia China Czech Republic France Germany Holland Hungary India Israel Italy Poland Portugal Romania Russia Spain Turkey UK

Bachelor of Laws

University of London External Degree — Intermediate & Final
Achieve your career goals with an RRC home study course.
Phone 0181 947 2211 (quoting Days LD100) for a free prospectus.



TRY A CAREER THAT ISN'T LEGAL?

Private company making an expansion, following highly successful first year of trading, needs Graduate, aged 23-30, or those of sound academic background to be trained to the highest standard with aim of full participation within 2-3 years. Call:

NADER SHETA
0171 379 5394/5995

TRANSACTIONING IN ART: THE LEGAL PITFALLS

What are the penalties for misdescribing art or antiquities? What are the powers of the police in relation to stolen works of art and can the buyer get good title? What are the implications of artists' resale rights? What changes are occurring in the export licensing system? All these questions will be considered at a seminar to be held by the Institute of Art and Law, in association with the Art Newspaper, on the afternoon of Tuesday October 29th at the British Museum. For further details contact the Institute of Art and Law at 47 Fenchurch Street, Leicester, LE2 2BE; tel/fax: 0116 244 8870.

ALL BOX NUMBER REPLY SHEETS SHOULD BE ADDRESSED TO: BOX NO.

c/o THE TIMES NEWSPAPERS
P.O. BOX 3553, VIRGINIA ST,
LONDON, E1 9GA

Bower Cotton COMMERCIAL PROPERTY 1-2 YEARS PQE

We are looking for an ambitious and commercially minded Lawyer to work with Property Partners on all aspects of commercial property, with a particular opportunity to gain experience in the field of petroleum retailing. Excellent prospects for the candidate with the right ability and commitment. Write with full CV to Bob Perrin at Bower Cotton, 36 Whitefriars Street, London EC4V 8BL.

TO ADVERTISE
CALL: 0171 680 6828

LEGAL APPOINTMENTS

FAX:
0171 782 7899

CORPORATE FINANCE

PARTNER

Your reputation. Distinguished, blue chip, a real City name in institutional and corporate circles. Your firm has a name to match. You could spend the next ten to fifteen years building on that, maintaining the status quo.

Or...

Garrett & Co - an agent and catalyst for change. Breaking down barriers, changing perceptions, challenging the existing norms. A member of the Arthur Andersen international network of law firms. What bigger name could you want?

GARRETT & CO

Garrett & Co. is associated with Arthur Andersen through its membership of the Arthur Andersen international network of law firms

Nothing could offer greater opportunity

For further information, in complete confidence, please contact Gareth Quarry or Deborah Delgale at 0171-495 4062 (0181-520 6559 evenings/weekends) or write to them at Quarry Douglas Recruitment, 37-41 Bedford Row, London WC1R 4JH. Confidential fax: 0171-831 6394. This assignment is being handled on an exclusive basis and any direct or third party application will be forwarded to Quarry Douglas Recruitment.



APPOINTMENT OF A SENIOR CIRCUIT JUDGE

The Lord Chancellor invites applications from suitably qualified persons to serve as a Senior Circuit Judge in Liverpool from 1 May 1997.

Applications are welcome from:

- serving Circuit Judges in England and Wales; and
- persons who have held a right of audience in the Crown Court or county courts for a period of ten years. Such applicants should normally be aged between 45 and 60 on 1 May 1997 and have served in the office of Recorder for a period of not less than 2 years prior to that date.

The successful applicant, if not already a Circuit Judge, will be recommended to The Queen for appointment to the Circuit Bench.

The Lord Chancellor will recommend for appointment the candidate who appears to him to be best qualified regardless of ethnic origin, gender, marital status, sexual orientation, political affiliation, religion or (subject to the physical requirements of the office) disability.

An application form, together with a job description, note of the criteria for appointment and further information for applicants, is available by telephoning 0171 210 8983 (an answering machine will operate outside normal office hours) or by writing to:

Circuit Bench Appointments
Judicial Appointments Division 1

Lord Chancellor's Department

Selborne House

54/60 Victoria Street, LONDON SW1E 6QW

Completed application forms must be returned no later than noon on Thursday 31 October 1996

12

GRAY'S INN SQUARE

GRAY'S INN
LONDON WC1R 5JP

TEL: (+44) 0171 404 4866
FAX: (+44) 0171 404 4812

We are looking for a Property Practitioner to join our Chancery team. The ideal candidate will have 7-10 years experience in a Chancery environment and will be looking for a stronger administrative base from which to consolidate his/her practice.

We offer an attractive working environment, fully networked computer system, including electronic diary, messaging, law reports and tasking. Fully computerised accounting system. The use of a large Conference room and ancillary facilities.

Contact Shane Duggan in strictest confidence.

COMPANY SECRETARY

Watmoughs Holdings plc is a leading European high quality volume printer with substantial interests in the UK, Southern and Central Europe. The company was founded in 1888 and obtained a London Stock Exchange listing in 1965. They currently employ a staff of approximately 2300.



Executive schemes, group insurances, including placing, administration and renewal of policies, claims administration and risk management. You will also be expected to act as Trustee to the pension scheme and to liaise closely with the pension providers, as well as becoming involved in legal, personnel, property management, Health & Safety issues and general office management.

Following their move earlier this year to new offices in central London they now have a requirement for a Company Secretary with previous relevant experience to assume responsibility for the following areas; company secretarial matters including statutory and Stock Exchange compliance, the administration and development of company share option and

This is a senior role within a small professional team and requires a Chartered Secretary with proven commercial acumen and exceptional administration skills combined with the broad range of experience required. Salary is negotiable and a full range of company benefits will be offered.

For further details please contact Fiona Boxall or Jane Wallace or send them your CV.

CHAMBERS

74 LONG LANE, LONDON EC1A 9ET TELEPHONE: (0171) 606 8844 FAX: (0171) 600 1793

TEACHING OPPORTUNITIES AT THE COLLEGE OF LAW IN LONDON

The College of Law is engaged in a major, strategic review of its operations in order to assist the legal profession in meeting the challenges of practice in an ever more competitive environment. The College has also been given approval by the Bar Council to deliver the Bar Vocational Course in London and is intending to create a distinctive College school for this purpose.

We are therefore seeking lecturers who feel that they can contribute to the above developments. The appointments will be in the following areas:

Legal Practice Course
Professional Development
of Solicitors

Company/Commercial; Banking and the Capital Markets; Commercial Litigation. Applicants should be solicitors with a good academic record and relevant practical experience.

Bar Vocational Course:

Civil and Criminal Litigation and Evidence, and the associated skills necessary for practice as a barrister. Applicants must have practised at the Bar and/or have experience in teaching the Bar Vocational Course.

The salary for all appointments will be up to £39,969 per annum.

Please send your CV with the names of two referees to The Director, The College of Law, 14 Store Street, Bloomsbury, London WC1E 7DE. The closing date for applications is 7th October 1996.

If you feel you can contribute in some way to the wider development of the College, please contact the new Chief Executive, Nigel Savage, on 01483 460288.

The College of Law is an educational charity with the object of promoting the advancement of legal education in all its branches.

Berryman's

Training Manager

Berryman's is a leading litigation and commercial practice providing a comprehensive legal service to the insurance market and to commercial, professional and private clients in the UK and overseas. It has expanded dramatically over the last five years.

We are looking for a Training Manager, based at our London office, to be responsible for running a comprehensive programme to meet the training and development needs of the firm as a whole, departments and individuals.

The successful applicant will have relevant experience, including the design and delivery of internal courses, and appropriate training skills, and in return will receive a competitive salary and benefits package. The position is currently part-time but applicants requiring a full-time position should not be deterred from applying.

To apply, please send your cv with a covering letter to Louise Sherwood, Berryman's, Salisbury House, London Wall, London EC2M 5QN

London • Southampton • Birmingham • Dubai • Associates Overseas

MERCHANT CHAMBERS

Manchester

A new Chambers will open in the city centre of Manchester on Monday the 4th November 1996 offering advice and advocacy to the banking and business community in the region.

MERCHANT CHAMBERS is seeking to recruit two commercial practitioners and one third six month pupil of proven ability.

Applications should be addressed to David Beckley, Merchant Chambers, DX 14319 Manchester 1 or at Box No. 2492, c/o The Times Newspaper and will be treated in the strictest confidence.

All applications will be considered on merit without regard to ethnic origin, gender or sexual orientation.

PRACTICE MANAGER CHALLENGING NEW POSITION

SOUTH LONDON

Franchised legal practice with 6 partners and substantial turnover, seeks a Manager to run and develop administrative systems and marketing, to oversee the accounts and IT and administer the Franchise.

Please write with CV to Box No 8780 by 15.10.96
Salary negotiable.

Experienced and outgoing conveyancer required for busy Wembley Park solicitors.

Call
Stephen Simmons
at Redfern on

0181
904 9511.

Trinity Chambers. A vacancy exists for a Criminal Practitioner. Must be at least 8 years call. Apply Ms C. Henderson, 88 Garsfield House, Fehersham 10, Fehersham, PR1 5JD.

KILPATRICK & CODY

Kilpatrick & Cody is a U.S. based international firm with offices in Atlanta, Augusta, Washington, London, Brussels. The London office now seeks a solicitor with minimum three years ppe to assist U.S. clients in a broad range of general company/ commercial/ employment matters. Candidates must have top academic credentials and recent experience in an international law firm.

Please send your c.v. to Kilpatrick & Cody, 66 Pall Mall, London, SW1Y 5ES.

SHIPPING LAW

A vacancy exists for a qualified solicitor or barrister with 2/3 years relevant PQE to join a small but reputable team of lawyers with a strong client base dealing mostly with charterparty, bill of lading and S&P matters. Applicants should combine a good academic background with a high degree of commercial acumen and understanding.

Please apply with full C.V. to Box No 8920, Times Newspapers, PO Box 3553, 1 Virginia Street, London, E1 9GA.

مكذبا من الأصل

Edward Fennell finds that the quality of information technology will shape the speed, accuracy and even the success of a practice

Law firms are only as good as the software

It is only a small exaggeration to say that a law firm is only as good as its information technology. Spending on computer equipment is huge and represents one of the three most important decisions that partners can take (the others being whether to merge or move). The legal trade press regularly carries articles about new products and applications. And earlier this year Professor Richard Susskind published his much discussed book *The Future of Law - Facing the Challenge of Information Technology*, which may turn out to be the seminal text of the way in which the practice of law will develop.

The upshot is that lawyers now find themselves akin to engineering manufacturers. The quality of their technology will shape the speed, accuracy and sophistication of their product. Running a law firm with defunct information technology will be the fastest way to become uncompetitive. Many lawyers, especially the older ones, are still averse to computers and are uncomfortable at a keyboard. Their preference would be to cultivate clients personally and to provide

advice based on experience. That role is still crucial, but no longer enough. Big firms undertaking large transactions or pushing through a high volume of standard processes depend on their technology.

What is more, clients demand it. As Neal Cameron, one of the best consultants in the field and a lawyer, observes: "The most powerful drivers in this market are the clients themselves, who already make extensive use of information technology. Frankly, not having up-to-date IT is no longer an option for most firms because their corporate clients will insist on it."

This vision of the future has a familiar ring for those who follow the wider IT debate. It consists of "virtual law firms" offering advice through the Internet and delivering their products in routine cases with little, if any, human intervention. Legal know-how will be captured within a computer's "mind" and power might pass into the hands of "legal information engineers".

A latent legal market will develop as the use of mass production cuts sharply the price of legal products. The current argument that legal

services are too expensive could be turned on its head as legal advice and processes are packaged in cheap modules.

The vision is clear but the timescale is uncertain. Stuart Holden, of Axxia Systems, a specialist supplier of IT for lawyers, says: "Service-based businesses such as the law may be the last bastion to cling to the old way; but the lure of increased profits by the effective deployment of computers is too strong to be resisted."

This view was endorsed by John O'Neill, of Avenue Legal Systems, who says: "In law firms, productivity is all-important because clients are looking for low charges and value for money. IT can therefore play a key role in raising profitability. The challenge here for suppliers is to refine constantly what they are offering. For example, Blake Lapthorne, the leading south coast firm, bought a new debt recovery system from Bezer in July."

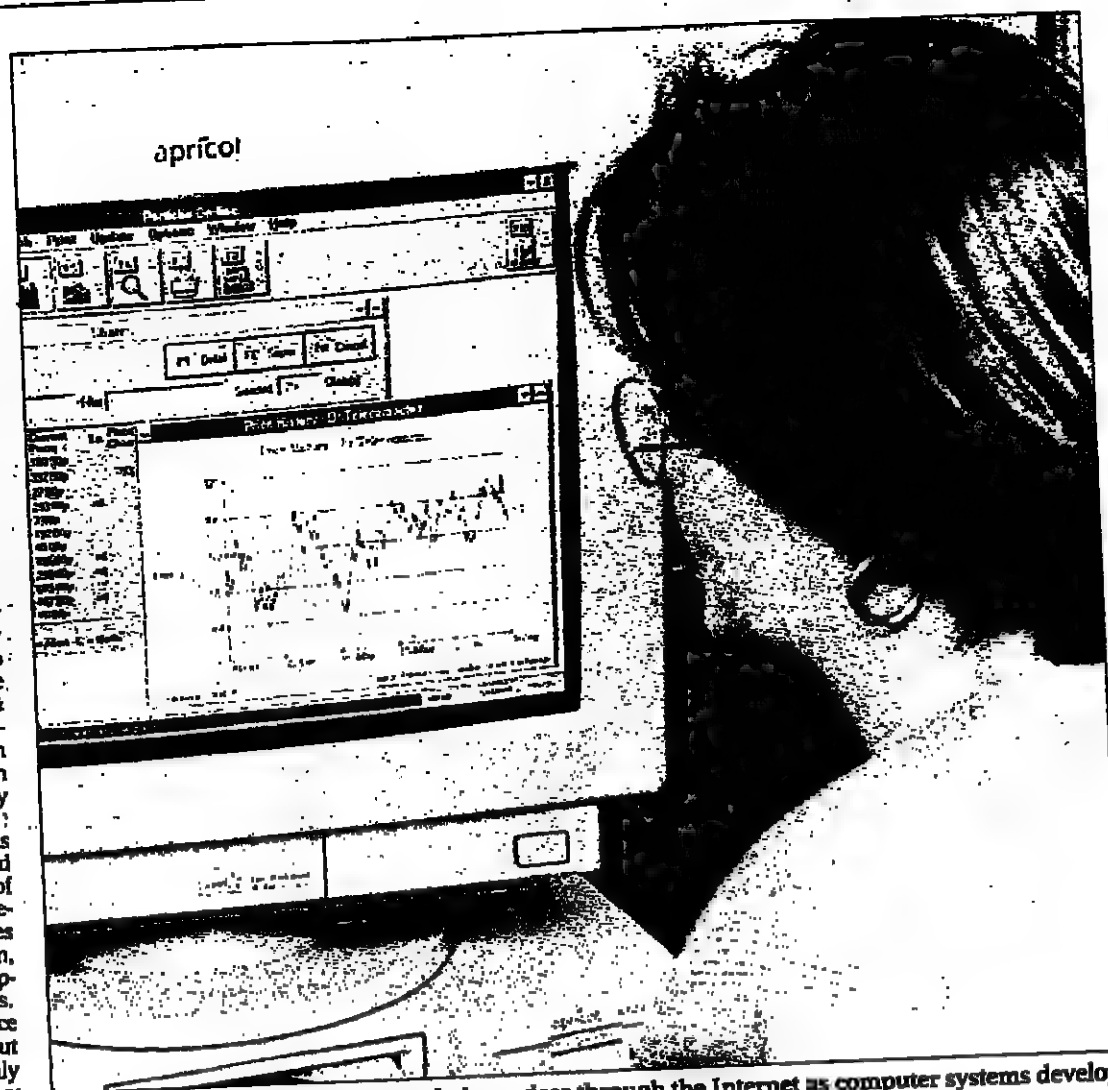
The firm's litigation partner, Nicholas Poole, was quoted as saying: "Being a regional player in litigation and commercial work, we

demand the very best from information technology. We were impressed by a supplier's substantial commitment to Windows 95 and their understanding of the debt-recovery process."

For suppliers that combine an appreciation of legal processes with technological skills, the market is promising. The top London firms are paying millions of pounds for their systems, but even relatively small law firms are now having to invest heavily. For example, the West Country firm of Cann & Hallett, which has only 23 employees, has recently spent £100,000 on a system. This means that each member of staff is backed up by £4,500 of hardware.

One of the immediate paybacks on this investment is that IT should help lawyers to bypass problems of human fallibility. Case Management Systems, in which procedures and timescales are common, should eliminate those missed applications or overdue submissions.

So one anxiety will replace another. Instead of worrying about deadlines for documents, the only thing partners now need to worry about is how to pay for it all.

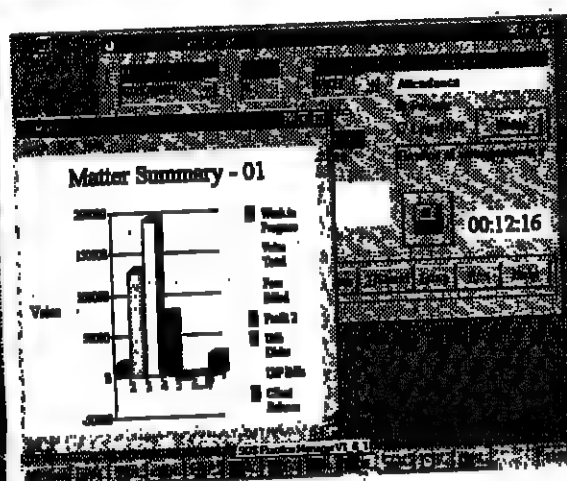


Lawyers are increasingly offering their services through the Internet as computer systems develop

TO ADVERTISE
CALL: 0171 680 6828

LEGAL SUPPORT SERVICES

FAX:
0171 782 7899



True Windows integrated software from SOS
for practice wide
Time Recording, Accounts
and Case Management

SOS
SOLICITORS OWN SOFTWARE
2 Brock Street, Bath BA1 2LN
Phone: 01225 448664 Fax: 01225 480057 DX 8045 BATH
<http://www.sosbath.co.uk/legal/>

MARTINDALE-HUBBELL
The New Address for the Legal Community
<http://www.martindale.com>
The Martindale-Hubbell Law Directory® is now available on the World Wide Web!
Introducing the Lawyer Locator™
At your fingertips the Lawyer Locator™ allows access, without charge, to the Martindale-Hubbell® Law Directory. The database has information on 65,000 law firms world-wide and the biographical details of more than 750,000 lawyers, in 130 countries. The web site is at the hub of a range of links to other legal information sources - check out our Home Page today!
Other products
Martindale-Hubbell is the publisher of the Butterworth Law Directory and Digest, and the Martindale-Hubbell International Arbitration & Dispute Resolution Directory.
For more information contact:
Derek Bennett, phone 0171 400 2883 - fax 0171 400 2888
email: info-beth@martindale.com

FORENSIC SERVICES
• Fingerprinting • John MacLeod
• Questioned Documents • David Brown
• Forensic Video • Jon Watkins
• Transcriptions • Kelly or Joanna
• Forensic Audio • Chris Mills
Call our Help Desk
Telephone 0171 344 8140

Q. Whose systems give you all the support you need?
A. Quill.
Quill
Computer Systems
0161 236 2910

PREMIER COSTING SERVICES
Low Costs Draftsmen and Consultants
Introductory Offer
45%
Full Transaction and advisory services.
In house costing by arrangement.
For further details please contact
Claire Lilley
Premier Costing Services
119 High Street, Stratford-upon-Avon
CV35 9EG
Tel/Fax (01454) 430666
DX 9911 HUNTINGDON

BURCHELL & RUSTON
Solicitors
LONDON HIGH COURT AGENCY
Serjeants' Inn
Fleet Street
London EC4Y 1LL
DX 70 Chancery Lane
Tel: 0171 353 5355
Fax: 0171 583 2996
Email: Burchells@LINK.ORG
Contact: Claire Sandbrook
Philip Gordon-Smith

New From Tolley's Electronic Publishing Division
Company Law Link
• All the expert commentary from Tolley's Company Looseleaf covering every aspect of company law from "Auditors" to "Ultra Vires". The commentary is written by expert lawyers or accountants, mainly drawn from the major City firms.
• The full text of all relevant UK and EU legislation (reproduced with permission of HMSO) - over 150 items - including Companies Act 1985, Companies 1989, Insolvency Act 1986 and The Public Offers of Securities Regulations 1995 (SI 1995 No. 1537).
Tolley Publishing Co. Ltd.
Tolley House, 2 Addiscombe Road, Croydon,
Surrey, United Kingdom CR9 5AF.
Tolley
ELECTRONIC

QDI QUESTIONED DOCUMENT INVESTIGATION
HANDWRITING & SIGNATURES
ALTERATIONS - ERASURES - INK & PAPER - FAXES
COMPUTER DOCUMENTS - PRINTING
COMPREHENSIVE FORENSIC REPORTS
Over thirty years' total expert witness experience.
Law Society checked.
Full Laboratory & Photographic facilities.
CONTACT:
Pamela Kelly BA John Wilson BA BSc K Spurgeon BSc
QDI TREDDINGTON MANOR TEWKESBURY GLOUCESTERSHIRE GL20 6JA
01242 621500 fax 01242 222779

Kramer vs. Office Accounts

(Unreleased 1996)
Even if you have never used a computer before, Edgebyte will provide all the support you need to be up and running on the Lawbyte system. This fully featured, comprehensive package covers all areas of Solicitors Accounts & Time Recording and will run on any PC under Windows, Windows 95, DOS or Networks. At Edgebyte we pride ourselves on the strength of our Lawbyte systems and the quality of the professional ongoing support we provide to our clients.

LAWBYTE
The Solicitors Accounting & Time Recording System
A Law Society Listed Supplier
Edgebyte Computers Ltd.
5 Queens Square, Poulton-Le-Fylde,
Lancs. FY6 7BW.
Tel: 01253 899311
Fax: 01253 899015

ATTENTION ALL COMPANY DIRECTORS
Do you really understand computers? YOU'RE NEVER TOO OLD TO LEARN. Why not let us train you with your own personal tutor in the comfort of your own home or at your office. We offer short courses to one sessions which are tailor-made to suit your diary. Learn at your own speed and, if not satisfied, we refund your fees. We guarantee to make you computer literate in all basic business functions. We also supply the latest P.C. free of charge from Lesson One, which is yours to keep. Normally our fees are fully tax-deductible.
Moreover, we show you how to link your P.C. from home to your office, giving you more quality time with your family while keeping you up to date with your business.
Why hesitate? Call us today:
MILLENNIUM TECHNOLOGY UK Ltd
Tel: 01689 816738/87696 (24 HRS)

State of the Art LITIGATION SUPPORT
SHARED, ORGANISED, ANALYSED, DISCUSSED CASE DOCUMENTATION FOR LITIGATORS WORK GROUPS
BSG Consulting & the JFS Litigator's Notebook™
Based on the hugely popular groupware product, Lotus Notes™, the JFS Litigator's Notebook™ permits litigation teams to share case information and significantly increase productivity. Shared documents can be organised, analysed and discussed in this electronic form, which models typical manual processes more effectively.
BSG Consulting are the sole UK distributor of this product providing technical expertise in Lotus Notes and the Litigator's Notebook, with in-depth experience in the Legal marketplace.
BSG are holding a free SEMINAR with demonstrations on the JFS Litigator's Notebook™. To attend this free seminar, which will be held at BSG House, 100, London on 31st March 1996, please call BSG Consulting on 0171 400 5000. Seats are limited.

Spend your life
...at the bar
come to
The College of Law
for the
Bar Vocational Course
at the central London branch
find out more about a career as a barrister
telephone The College of Law
for a prospectus on:
01483 460382
The College of Law

TO ADVERTISE
CALL: 0171 680 6828

LEGAL APPOINTMENTS

FAX:
0171 782 7899

Internet
File Edit View Message Page Option Quit

While others are just catching up,
we're way ahead.

Intellectual Property Lawyers in London, Leeds and Manchester

There is a common misconception that intellectual property law is a niche area of law. In fact, it is a broad and diverse field that touches upon almost every aspect of commerce and industry.

Our firm has been built upon a foundation of intellectual property law. We have a proven track record of success in a wide range of intellectual property matters, including patents, trademarks, and copyright.

Our success has been built upon a foundation of intellectual property law. We have a proven track record of success in a wide range of intellectual property matters, including patents, trademarks, and copyright.

London
Two positions for 'hard' IP specialists, one of approximately two years' and one of four years' POE with patent experience, some non-contentious IP desired.

A multi-media IP lawyer of four years' + PQE, exclusively non-contentious.

Leeds
Two positions for IP generalists (predominantly non-contentious) one of one to two years' and one of four years' POE.

Manchester
Approximately two years' broad range of IP and IT work both contentious and non-contentious.

If you have a fresh approach and a willingness to adopt new ways of working, together with excellent academic and intellectual skills, please contact Joe Macrae, ZMB London, 0171 737 0510 (0171 358 5212 evenings) or Andrew Russell, ZMB North, 0161 238 4908 (0161 929 0868 evenings).

ZMB

HAYMOND SEDDARDS

LEGAL CONSULTANTS

LONDON POSITIONS

FUNDS £70,000 - MID EQUITY
International funds work has been identified by the major City practice as an area for investment. With a strong domestic funds and regulatory practice and an international network, our Client is well positioned to exploit its contacts with fund managers and investors which are active in this sector. A senior position on junior partner is sought. Connections and fair remuneration a following will follow. (Ref:0045)

PROJECT FINANCE £TOP CITY
This firm has a focused strategy for the growth of its major project practice in the UK and overseas, using its network of international offices. With lawyers working in Europe, Malaysia, Singapore, Hong Kong and further afield, work is high profile. The firm needs lawyers with 1-5 years' post or partner level recruits to add value to the practice and ensure successful outcomes. (Ref:0181)

IN-HOUSE COMMERCIAL TO £50,000
Household name PLC seeks solicitor 4-5 years' post for high profile, generalist role within group legal department. Will advise a variety of businesses within the group with responsibility for reviewing and drafting contracts, consumer and trading issues, and handling sales and some litigation. Ideal candidate will have some period of time in-house and will be bright, commercially aware. (Ref:0044)

IN-HOUSE LEASING TO £40,000
Financial Services company in Western Home Counties seeks a finance lawyer to advise on property and facilities for automotive leasing. Seeking candidates with specialist leasing experience as well as general banking lawyers to be part of a fast moving sector and a dynamic company. Strong ongoing personality a pre-requisite. (Ref:0006)

CONSTRUCTION £32-50,000
As one of the strongest national and international construction firms, our Client continues to seek for lawyers for its London team to assist with a range of projects, both non-contentious and contentious. This is a rare chance for litigious and general commercial/property lawyers to retrain and specialise in construction work. The culture of the firm is genuinely exciting, young and informal. (Ref:0070)

IN-HOUSE COUNSEL £36-40,000
One of the largest worldwide commercial banks seeks an additional lawyer for its London branch which employs over 200 staff. Ideally you will have 1-3 years' relevant experience of general commercial and banking law and, importantly, a basic knowledge of ISDA documentation. Our Client can offer a variety of work, a laid back and enjoyable work environment and a good in-house package. (Ref:0063)

BANKING £125-300,000 +
Prestigious international firm with excellent capital markets, derivatives and project reputation seeks an additional banking lawyer to develop the firm's UK relationships and reputation, broadening the range of finance work. Likely to be aged 32-45, you will come from a top 20 City firm and want to join a department which is starting to make its name in the City and where there is the opportunity to make a difference. (Ref:0045)

IN-HOUSE DERIVATIVES £100,000+
Our Client is a phenomenally successful European bank with an exceptionally strong capital base and at the forefront of developing credit derivatives. In line with the expansion of its derivatives business, it seeks a deputy for its team in a senior front office role with exposure to a wide global spread of equity derivatives, fixed income and structured finance. Exceptionally high package in non-aggressive culture environment. (Ref:0004)

PROPERTY £30-40,000
This market leader for commercial property seeks a number of high grade lawyers to join the development, maintenance, sub-leasehold and leasing, property management and PFI teams. You need 2-7 years' relevant experience, a lively personality and will be working on some client development roles. The firm offers rapid career progression and a genuinely open and relaxed work environment. (Ref:0004)

IN-HOUSE REGULATORY TO £40,000
London based US investment bank seeks compliance assistant for expanding team. With up to two years' experience of the workings of the Financial Services Act, will advise on all sorts of trading issues and sales activity in addition to liaising with regulators. Proactive role in an environment which encourages creativity. (Ref:0016)

CORPORATE £TOP CITY
One of the leading Australian firms with offices worldwide, seeks an additional 2-4 years' qualified lawyer for its London team to assist with a broad range of corporate work, particularly Australian/UK. You will have excellent quality work and be part of a small, successful and friendly team, working in an unusual and busy office. There may be opportunities for travel and overseas placements. (Ref:0002)

INSOLVENCY £28-40,000
National insolvency practice seeks an additional 0-3 year qualified solicitor to assist with commercial insolvency practices in London. Will work as part of a larger team of handling, commercial and insolvency lawyers advising leading financial institutions and accountancy firms. Commercial and entrepreneurial approach is important together with a confident personality and a good sense of humour. (Ref:0052)

For further information on in-house vacancies please contact Lisa Hilder on 0171-377 6518 (0171-735 5548 evenings/weekends). For private practice vacancies please contact Sally Haines, Yvonne Phillips or Andrew Golding on 0171-377 6518 (0181-995 3396 evenings/weekends). Alternatively write to us at Zarak Macrae Brenner, Recruitment Consultants, 37 Sun Street, London EC1M 2PY. Confidential fax 0171-247 5174. E-mail sally@zmb.co.uk

ZARAK
MACRAE
BRENNER

ZMB

Scouts
The Scout Association

COMPANY SECRETARY

The Scout Association leads in the development of young people, both male and female, aged from 6 to 20. There are over 100,000 volunteers throughout the UK assisted by 200 paid staff. The Association including Scout Shops has a turnover of £30m p.a.

The Role

- Provide legal and administrative services to paid and volunteer management teams.
- Monitor new legislation.
- Ensure smooth running of the Council and committees.
- Manage HR, IT, Records and Archive Services.
- Contribute as a member of the senior management team.

The Person

- Committed to the values and aims of The Scout Association.
- At least 5 years experience as a company secretary (preferably ICASA or legally qualified).
- Prepared, managed and monitored budgets in excess of £3m.
- Experience of volunteer-led organisations.

This is a demanding and exciting position. If you believe you can handle the challenge and would like an information pack, please send a large A4 self addressed envelope marked 'Scout' to Olga Johnson, Charity Recruitment, 40 Rosebery Avenue, London EC1R 4RN. Closing date for completed applications 25th October 1996.

The Scout Association is working towards equal opportunities.

Salary
circa
£42K
+car

Location
London
SW7



CHARITY
RECRUITMENT
PST 1900
40 Rosebery Avenue
London EC1R 4RN
Tel: 0171 353 0770
Fax: 0171 353 0100



THE CHAMBERS OF RICHARD FERGUSON Q.C.

The Chambers of Richard Ferguson Q.C. is expanding and invites applications from prospective tenants. Applicants must be successful Criminal Law practitioners who have been called for a minimum of 7 years. All applications will be treated in the strictest confidence and should be submitted to:

Richard Ferguson Q.C.
1 Crown Office Row
Temple
EC4Y 7HH

The Chambers of Richard Ferguson Q.C. adheres to the Bar Council Equality Code.

1 CROWN OFFICE ROW, TEMPLE, LONDON, EC4Y 7HH.
TEL: 0171 797 7111 FAX: 0171 797 7120.

FAMILY LAW

BATES, WELLS &
BRAITHWAITE

Leading family law department of central London firm in recruiting a solicitor with 3 years relevant PQE. Interesting, high quality work, often with an international dimension, that covers the range of family law.

Salary negotiable. Good prospects.

For further information or informal conversation, telephone Frances Hughes or Pauline Fowler on 0171 251 7799.

Apply in confidence, with CV, to
Frances Hughes,
Bates, Wells & Braithwaite,

61 Charterhouse Street,
London,
EC1M 6HA.

We aim to be an equal opportunities employer.
No smoking office.

Young Commercial Lawyers

Our client, one of the leading Commercial Practices in Hampshire, is seeking to recruit two young solicitors to fill key positions in its Company Commercial Property departments. Both positions required at least 18 months post qualified experience, although solicitors with up to four years experience will find the positions on offer challenging and demanding. Ideally trained in a leading Provincial, or a medium size City firm, you will be seeking an autonomous role in a well run, commercial practice than can offer you excellent long term prospects and real responsibility from the start of your appointment. Salary and benefits will reflect the importance of the positions.

HAMPSHIRE

GENUINE CAREER PROSPECTS

£££ Excellent

COMPANY COMMERCIAL

Working as an assistant to the Head of Department, you will have experience of both Corporate and Commercial Law. You will be offered a mixed caseload ranging from corporate finance transactions, M&As and joint ventures through to commercial agreements, employment contracts and general business advice. You will be seeking an active marketing role and an opportunity to establish yourself as one of Hampshire's leading business lawyers.

COMMERCIAL PROPERTY

As the principal assistant to the Managing Partner and the Head of Department you will be offered the opportunity to be involved in a commercial property caseload that is far ranging in its content. Planning and commercial development, secured lending and all aspects of Landlord and Tenant will provide your day to day challenges. As well, you will have immediate access to clients at a senior level and care and attention of key files.

Interested candidates should contact Piers Williams or Lisa Witcher at
Macdonald & Company, Donhead House, Donhead St. Andrew, Shaftesbury, SP7 9EB.
Telephone: 01747 828337 Facsimile: 01747 828047.
E-Mail: 101767.3663@compuserve.com. Please state your preferred position.



THE COURT OF JUSTICE OF THE EUROPEAN COMMUNITIES in LUXEMBOURG LAWYER-LINGUISTS

At the Court of Justice of the European Communities a team of lawyer-linguists is responsible for producing the English translations for the European Court Reports and its other publications. They also translate into English a wide range of other legal documents related to the work of the Court.

The Court is holding an open competition to recruit lawyer-linguists to perform these challenging duties.

The attractive salary and associated benefits are commensurate with the responsibilities involved and compare favourably with those offered by other international organizations.

Candidates must:

- be a national of one of the Member States of the European Union;
- subject to certain exceptions, be less than 40 years of age on 18 October 1996;
- have a perfect command of English, a good knowledge of French and a good knowledge of at least one other official language of the European Communities;
- be a holder of a law degree awarded in Ireland or the United Kingdom or be qualified as an Advocate, Barrister or Solicitor in one of those countries.

For further information and the compulsory application form, write, referring to Official Journal No C 268 A of 14.09.1996 (Open Competition No C/LA/18), to:

- Court of Justice of the European Communities, Personnel Division,
L-2925 Luxembourg or to

- an Information Office of the Commission of the European Communities, at one of the following addresses:

- 8 Storey's Gate, London SW1 P3;
- 4 Cathedral Road, Cardiff CF1 9SG;
- 9 Alva Street, Edinburgh EH2 4PH;
- Windsor House, 9/15 Bedford Street, Belfast BT2 7AG;
- 39 Molesworth Street, Dublin 2.

The closing date for applications is 18 October 1996.

COMMERCIAL - LITIGATION
VICTORY - Medium sized, commercial practice seeks highly motivated solicitor 0-4 yrs PQE for exceptional quality work in corporate department. Please contact: J. Co. (01747) 828337 Fax: 01747 828047.

LITIGATION - Opportunity for an excellent personable solicitor to join a leading regional law firm. Excellent prospects in private client work. Please apply with CV to: J. Co. (01747) 828337 Fax: 01747 828047.

COMMERCIAL - LITIGATION
VICTORY - Medium sized, commercial practice seeks highly motivated solicitor 0-4 yrs PQE for exceptional quality work in corporate department. Please contact: J. Co. (01747) 828337 Fax: 01747 828047.

LITIGATION - Opportunity for an excellent personable solicitor to join a leading regional law firm. Excellent prospects in private client work. Please apply with CV to: J. Co. (01747) 828337 Fax: 01747 828047.

ALL BOX NUMBER
REFERS SHOULD BE
ADDRESSED TO:
BOX NO. 1
10 TIMES
NEWSPAPERS
P.O. BOX 355
VIRGINIA ST.
LONDON, E1 6GA

AGRICULTURAL - SOUTH - Partnership potential, experienced solicitor with rural client base seeks 2-3 yrs PQE for sale of agricultural land. Call: J. Co. (01747) 828337 Fax: 01747 828047.

ESTABLISHED Legal Aid Practice in South-Eastern region seeks solicitor with rural client base. Will include Civil, Criminal and Matrimonial work. Please contact: J. Co. (01747) 828337 Fax: 01747 828047.

PROBATE, TAX, TRUSTS - WILTS - Partnership potential in established rural practice. Will include Civil, Criminal and Matrimonial work. Please contact: J. Co. (01747) 828337 Fax: 01747 828047.

مكذبا من الأصل

BASKETBALL

Brown gets back in swim for Towers

By NICHOLAS HARLING

THE stubborn determination of Karl Brown, the England international, not to get left behind as London Towers embarked on their demanding European Cup programme has led to him making an astonishing comeback from injury.

It was with his right foot in a plaster cast that the 29-year-old forward, having taken a swimming pool escape in Italy during the summer, returned to the making of an astonishing comeback from injury.

Almost two months ahead of schedule, Brown, 29, returned for the Towers, the Budweiser League champions, on Sunday, scoring 20 points, including two three-pointers, in their 122-80 victory over Hemel and Watford Royals. A similar contribution would not go amiss at Wembley tonight when the Towers play their first home fixture in group H of the European competition, against PTT Ankara.

For three or four hours a day, Brown trained in the Spectrum Centre, Guildford, on a court that he had come to know well during his days with Guildford Kings. "I was down there in the gym, shooting on one leg with the physio doing the rebounding for me," he said. "If I wasn't doing that, I was working out and exercising on the weight machines. My fitness is still a little rusty and the ankle is still not 100 per cent, but it's nice to have got this first game under my belt."

Brown completed the final stages of his recuperation last week while the Towers were away beating Vira Tiblisi to make up for an earlier defeat in Verona.

Kevin Cadie, the Towers coach, was the most impressed observer of Brown's return. "It was a perfect type of game for him as it didn't go to the wire," he said. "Karl's been working hard, it's not as if he's been sitting around feeling sorry for himself."

However, Cadie is aware that Ankara will be a tougher proposition at Wembley than Hemel, the Budweiser's League bottom team.

AMERICAN FOOTBALL: QUARTERBACK REINFORCES PACKERS' SUPER BOWL CREDENTIALS

Favre passes test of character in style

By OLIVER HOIT

THEY stopped talking about the National Football League (NFL) pretenders yesterday and started up on a new chorus of praise for the thoroughbreds. Green Bay Packers got their bad game out of their system against Minnesota Vikings nine days ago, but on Sunday, the Packers, the team that is emerging as the class of this season's field, returned to form with a vengeance.

The Vikings, Kansas City Chiefs and Carolina Panthers, the three teams who took unbeaten records into the fifth weekend of the NFL season, all lost. Indianapolis Colts, the only remaining side with an unblemished record, did not play and, in their absence, the Packers grabbed the chance to re-establish their Super Bowl credentials.

Part of their appeal, part of the reason that the country seems to have been so enthused by their success is that they are a team full of characters, from Reggie White, a preacher who used to be a member of Philadelphia Eagles' "body bag" defence, to Brett Favre, the brilliant quarterback who has been dogged by an addiction to painkillers.

Favre's problems, which have been well documented since he admitted, four months ago, that he was hooked on Vicodin and was subsequently forced to enter a rehabilitation clinic, seem to have subsided, but, despite his throwing, he is still coming under intense scrutiny.

He threw four touchdown passes in Seattle on Sunday as he led the Packers to a 31-10 rout of the Seahawks and leads the league with 16 touchdowns passes this season. If he continues at his present rate, he will exceed the record quarterback rating — the mark of a player's excellence — set by Steve Young, of San Francisco 49ers.

Favre, though, has still not been accorded the respect that he feels he deserves and the controversy about his painkiller addiction has only exacerbated the resentment welling up within him. He said that he would never have admitted his addiction if he had known that the NFL was going to force him into a programme that prevented him from touching alcohol for two years, even though he insists that he has never been an alcoholic.



Adrian Murrell, the Jets running back, scores a touchdown during their 24-16 defeat by Washington Redskins. Photograph: Ted Mathias

"When I threw 24 interceptions in 1993," he said, "people said they knew the Packers had made a mistake getting me. Then I came back better the next year and they said I had good talent around me and that was why I was doing well. Now they are saying no wonder I played well last year because I was taking pills."

There has never been a time when people said: "You know, he's just pretty damn good." "I don't take the Vicodin any more. I take something called Motrin, which is an anti-inflammatory. While you're taking 'em, you're thinking, 'I'm hurting, this stuff's not working.' Then you get off it and you think: 'I guess it was working because I'm really hurting now.'"

Favre, who suffers from chronic lower back pain and nagging injuries to his left

knee and ankle, has also been under extra strain because of incidents involving his siblings. His younger sister, Brandi, a former Miss Teen Mississippi, was charged with being an accessory to a drive-by shooting; his older brother,

Scott, was arrested over a drink-driving charge. None of it, however, seems to have adversely affected Favre.

As the Packers were hoisting their record up to four wins out of five, the early pace-setters were getting reined in.

The Vikings looked set to complete another fourth-quarter comeback against New York Giants before Warren Moon, their quarterback, threw an interception that ruined their chances. "I tell you," Moon said somewhat

pessimistically after the 15-10 loss, "this is reality."

The Chiefs also came close to elevating themselves to a 5-0 record in San Diego, but were undone by the heroics of Junior Seau, the Chargers' linebacker, who inspired the critical late block of a field goal attempt that gave the Chargers their 22-19 victory.

In Jacksonville, the Jaguars won the battle of last year's two expansion teams to rob the Panthers of their unbeaten record with a 24-14 defeat.

New Orleans Saints continued in vain to search for a first victory, losing 17-10 to Baltimore Ravens, while the league's highest-profile hard-luck story, New York Jets' winless start, took a new twist when they had a touchdown disallowed during their 24-16 defeat at the hands of Washington Redskins.

ICE HOCKEY

Undeclared Eagles subdue the Storm

By NORMAN DE MESQUITA

AYR Scottish Eagles, the only unbeaten Superleague team, maintained their record with a 4-2 away win over Manchester Storm in the first leg of their Benson and Hedges Cup quarter-final.

The Storm were handicapped once again by the absence of two defencemen — Stephen Cooper, who has had a hernia operation, and Dale Jago, who has a knee ligament injury. Both will be out for a month or more. They had John Finnie, their goaltender, to thank for restricting Ayr to four goals. He saved 48 of the 52 shots that came his way.

Sam Groleau and Vince Boe gave the Eagles an early two-goal lead and, although Brad Rubachuk pulled one back for the Storm, Ayr were never really hard pressed.

Results were much as expected in the other three quarter-finals, but they were not achieved in quite the way one might have anticipated.

Cardiff Devils beat Nottingham Panthers 1-0 in the lowest scoring game in British ice hockey since 1953. Steve Moria scored the decisive goal midway through the second period.

Previous form suggested that Basingstoke Bison would beat Bracknell Bees, their near neighbours, with ease, but their 5-3 win was far from straightforward. The Bees showed far more desire and led three times before a defensive error by Matt Côté allowed Chris Maybury to put the Bison 4-3 ahead with 12 minutes to go. They added a late power-play goal.

Sheffield Steelers, who lost a league game to Newcastle Cobras last weekend, gained ample consolation with a 6-3 success. The scores were level at 3-3 early in the final period when Jamie Leach took over. He scored twice in eight minutes to put the Steelers ahead and Nicky Chinn completed the scoring in the final two minutes.

Leach, who was with Pittsburgh Penguins when they won the Stanley Cup in 1992, has now scored 15 goals and had seven assists in ten league and cup games.

BASEBALL: FIRST SERIES REPEAT FOR 18 YEARS LOOKS DISTINCT POSSIBILITY

Braves feared by all in play-offs

By KEITH BLACKMORE

THE first full baseball season since 1993 enters its decisive phase today when the divisional play-offs begin. Eight teams are left to scrap for places in the World Series, the sport's annual showpiece, but the chances are that the same two teams as last season will be in at the death.

Atlanta Braves beat Cleveland Indians in six games last October and both are favoured to repeat their success as champions, respectively, of the National and American Leagues this year. If they do,

As luck would have it, the Yankees and the Dodgers are in the shake-up this time too. The Yankees, the Manchester United of the sport, won their American League division for the first time since 1981 and the Dodgers overcame the mid-season retirement of Tommy Lasorda, their fabled manager. The Dodgers, though, are limping into the post-season. On Friday they held a two-game lead in the National League West, with three games to play — all at home but all against San Diego Padres, their nearest rivals.

They lost the lot, the last two in extra innings. The hero for the Padres was Chris Gwynn, previously known only for being the brother of Tony, San Diego's hitting star, who won the individual batting championship on the same night. Chris Gwynn's two-run double in the eleventh inning gave his team the game and the West championship, steering them clear of Atlanta, the team that everyone wanted to avoid in the play-offs.

"Today I'm Chris Gwynn's brother," Tony said as his team-mates celebrated. "It means more to me that Chris

got the base hit than me winning the batting title." His delight was Mike Piazza's sorrow. The big Dodgers catcher lost the batting title on a technicality as his team lost the divisional championship.

For Texas Rangers, the Yankees' opponents, the play-offs represent unknown territory. The team, which began as Washington Senators in 1961, and moved to Arlington, Texas, in 1972, had never won so much as a divisional play-off.

The other American League play-off pits Cleveland, who were the most successful team in baseball this year, against

Baltimore Orioles, for whom seven players hit 20 or more home runs during the season. Like the Dodgers, the Orioles qualified for the play-offs thanks to a wild-card given to the best runners-up.

The Padres, meanwhile, must play St Louis Cardinals, who have flourished under the management of Tony La Russa, who guided Oakland Athletics to three consecutive Series in the Eighties. In his first season, La Russa has led his new team to the National League Central crown and their first play-off for almost a decade.

FINAL TABLES

AMERICAN LEAGUE: Boston 6 New York 5, Toronto 4 Baltimore 1, Milwaukee 7 Detroit 5 (in 10 innings); Minnesota 6 Chicago 4 (in 10 innings); Kansas City 4 Cleveland 1; Texas 3 California 3; Oakland 3 Seattle 1.				
East division				
1 New York	92	70	568	—
2 Baltimore	86	74	543	4
Boston	85	77	525	7
Toronto	74	88	457	18
Detroit	53	108	327	39
Central division				
1 Cleveland	89	62	615	—
Chicago	86	77	525	14
Minnesota	80	82	494	18
Minnesota	78	84	481	21
Kansas City	75	86	466	24
West division				
1 Texas	89	72	556	—
Seattle	85	76	528	4
Oakland	78	84	481	12
California	70	91	435	19

† denotes division title

* denotes wild card

AN EXCLUSIVE READER OFFER

THE TIMES

GET £15 WORTH OF AT&T CALLS FREE

Plus make big savings on international and UK long-distance calls when you dial 143

■ The Times has been offering readers an exclusive opportunity to get FREE CALLS WORTH £15 from AT&T.

■ To get you started, a special discount card, worth £5 in free calls, was inserted in last Monday's paper. The card should have been kept and 10 of the AT&T £1 tokens which have been appearing in The Times and The Sunday Times collected to qualify for free calls worth £15.

■ AT&T's network can be accessed from most modern, residential phone lines (excluding cable) to make savings on international and long-distance calls. You can save as much as 40% on calls to America.

HOW TO JOIN THE AT&T CALLING SERVICE

■ Readers of The Times must collect eight Times tokens and two tokens from The Sunday Times. Readers of The Sunday Times who have Taken One must collect seven tokens from The Times and the two tokens in last week's Sunday Times. The 10 tokens should be sent to AT&T by October 31, 1996, with an application form and the £5 discount card.

■ Readers who do not collect 10 tokens can still apply to register with AT&T and get free calls worth £5 using the discount card.

Call 0800 064 2211 between 7am and 11pm any day until October 31, 1996, quoting reference 08-NP-TM-A-1-28.

WHAT THE AT&T CALLING SERVICE OFFERS If you regularly spend more than £90 a quarter on your telephone bill, and you are not a cable telephone customer, you can make big savings with the AT&T Calling Service.

MAKING A WORLDWIDE CONNECTION To join the AT&T Calling Service all you need is a BT line in your home. Once you are connected, all you need to do is dial 143, followed by the number. You will automatically access the AT&T network and be able to take advantage of AT&T's competitive rates. Examples of



Full terms and conditions appeared on Monday, September 23. If you wish to receive a copy, call 0171-481 3355 between 9.30am and 5pm Mon to Fri.

AT&T CountryCall costs compared with the cost of BT basic rate calls include —

■ a five-minute weekday-evening call to America with the CallAmerica plan: AT&T £4p, BT £1.41.

■ a ten-minute weekend call to Australia with the Call Australia/NZ plan: AT&T £3.44, BT £4.41.

These prices are effective from October 8, 1996, and include Vat.

The AT&T price includes a 3.53p call connection charge. AT&T has a quarterly membership fee of £3.99 for CountryCall plans and £5.99 for CallWorld.



CHANGING TIMES

INSURANCES COMPANIES ACT 1982
LEGAL & GENERAL INSURANCE LIMITED
TRANSFER OF GENERAL BUSINESS

1. NOTICE IS HEREBY GIVEN that Legal & General Insurance Limited applied to the Secretary of State for Trade and Industry on 1 October 1996 for his approval, pursuant to schedule 2C of the Insurance Companies Act 1982, to transfer to Guardian Insurance Limited all of its rights and obligations under commercial lines policies written by it in the United Kingdom prior to 1 October 1996.

2. Copies of the Statement of Particulars of the proposed transfer are available for inspection at the office of Legal & General Insurance Limited, 3 Finsbury Square, London EC2 1LL from Monday to Friday, between 9.00am to 5.00pm, where particulars may be inspected until November 1996.

3. Written representations concerning the transfer may be sent to the Secretary of State for Trade and Industry, Department of Trade and Industry, Insurance Directorate, 1 Victoria Street, London SW1H 0ET before 1 December 1996.

The Secretary of State will not determine the application until after considering any representations made to him before that date.



Mike Piazza, of the Dodgers, tags out Doug Dasenroth, of the Padres. San Diego won 2-0 to lift the West title

FOOTBALL: LURE OF ENGLAND'S GREEN AND PLEASANT LAND COULD DISPEL HOME DISCOMFORTS

Klinsmann cornered by enemies within

An open letter to Jürgen Klinsmann

ISN'T it time you came "home"? The grass was green here when you had that splendid season with Tottenham Hotspur, and green again when, despite injury, you led Germany to triumph in the European championship this summer.

At least we, the English, never lost our respect for you. Can you say the same now that the bickering has begun to destroy your Bayern Munich team, now that the Munich that was inspired by your goals to win the Uefa Cup victory only last May has succumbed to Valencia in the first round this season? And, after Bayern's 3-0 defeat by Werder Bremen, even your club president, Franz Beckenbauer, has gone into print blaming "the selfish stars".

All of this, as you well know, has its roots in an apparently insoluble clash of personalities in the dressing room between yourself and Lothar Matthäus, and the signs are that Matthäus, the Germany captain before you and very jealous of what happened in the summer, has the ears of those who matter at Bayern Munich.

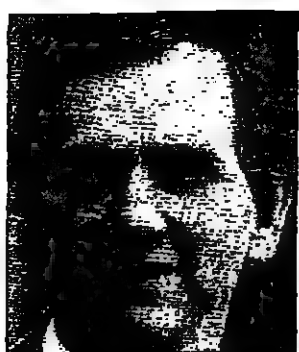
Consider the facts. When you left Tottenham Hotspur, for all that Alan Sugar, the chairman, refused your goodwill, and your shirt, the club was more buoyant than it is now.

Indeed, it is too audacious, too romantic, to suggest that a meeting between yourself and Sugar, at some remote venue serving humble pie and champagne, could result in a return to White Hart Lane before winter sets in. Perhaps, like Sugar, you would have to take a backward step; he might even ask you whether you would fit in at centre half for a time while Gary Mabbutt is so sorely missed.

But seriously, London quite obviously still holds its appeal. For one thing you scored goals there.

You have just endured a blank September: eight matches in the Bundesliga without a goal, and none in the two Uefa Cup games against Valencia — in fact only a missed penalty that in-

ROB HUGHES



Overseas View

creased the derision in Germany's popular press.

You said in reaction to some vicious press campaigning, the finger pointing straight at you, that you saw no reason to stick your head in the sand. You didn't see yourself as being down, rather you suggested there was an attempt by some people to suggest that you were having a crisis.

No crisis, you insisted, just the need for a few goals. But when they didn't come on Saturday, against Bremen, Beckenbauer — strange for a former player in a position of such strength — wrote in his column in *Bild* newspaper: "This selfishness must stop! Every player must be ready to help the other. That's what's been missing."

Well, Jürgen, you are aware, behind your own diplomacy, that much of the press campaign has its source in Matthäus, who slowed two or three years ago when severe injuries and age took their toll, and to some of us neutral observers his lack of pace is not hidden when he tries to occupy the libero role.

Matthäus is not what he was, though he refuses to accept that observation. After 122 caps, he thought he had a right to lead Germany, in your stead, at Euro 96. You and he, with Beckenbauer joining the hands, had what was supposed to have been a council of peace while in the United States of America. It didn't last, it cannot last, and the team will remain in at least



Klinsmann has borne the brunt of Bayern Munich's failings in domestic and European competition this season

two factions while you share the same dressing-room. It is like asking a scorpion to share one's bed.

You yourself said on Sunday, after being substituted again at half-time, that the team has major problems in building up around your game, that the faults ran right through the team, that the whole system was not working.

You must know that Matthäus was Beckenbauer's captain when he coached the 1990 World Cup-winning team and also the captain of Inter Milan when Giovanni Trapat-

toni conquered Serie A. Now that Trapattoni has returned to Bayern Munich, despite his failure there two years ago, he and Matthäus and Beckenbauer, possibly even Uli Hoessner, the general manager, and Karl-Heinz Rummenigge, the vice president, are a close unit. Old players united, and Matthäus, at 35, is even older than your 32 years.

We know there is a clause in your contract releasing you at the end of this season. We sensed that there might be relief all round if, after the long scoreless stretch, you went early. This is a bit

demeaning, given that you scored a record 15 goals in 12 Uefa cup games a season ago and that you netted nine times in Germany's ten qualifying games for Euro 96.

Running away is not, you may say, your style. But just think of the challenges awaiting here in the place you, and the Germans, found so homely despite the tin-hat journalism.

No one here would deride you and call you "flipper", a crude German newspaper term describing what they see as a lack of instant ball control.

Here, where the goals come easier and where your athleticism is much admired, there would be clubs queuing from Blackburn Rovers to Leeds United and Sheffield Wednesday, perhaps even in your favourite London town, where you would surely find a soul-mate in Arsène Wenger. You thought you had that in Otto Rehhagel, the coach at Bayern until he was sacked by Beckenbauer, and paid £1.2m compensation.

In all sincerity, if there is no harmony to be found in your homeland, come and try ours once again.

Bath

Going good: 2.00 (1m 18.40), 1. SABINA (L. Dettori, 7-4, 100, 100, 100), 2. TIGRIS (Pat Eddery, 4-1), 3. Just Nick (J. Red, 15-2), ALSO RAN: 2.1m 12.2m, 1m 10.1m, 2m 10.1m, 3m 10.1m, 4m 10.1m, 5m 10.1m, 6m 10.1m, 7m 10.1m, 8m 10.1m, 9m 10.1m, 10m 10.1m, 11m 10.1m, 12m 10.1m, 13m 10.1m, 14m 10.1m, 15m 10.1m, 16m 10.1m, 17m 10.1m, 18m 10.1m, 19m 10.1m, 20m 10.1m, 21m 10.1m, 22m 10.1m, 23m 10.1m, 24m 10.1m, 25m 10.1m, 26m 10.1m, 27m 10.1m, 28m 10.1m, 29m 10.1m, 30m 10.1m, 31m 10.1m, 32m 10.1m, 33m 10.1m, 34m 10.1m, 35m 10.1m, 36m 10.1m, 37m 10.1m, 38m 10.1m, 39m 10.1m, 40m 10.1m, 41m 10.1m, 42m 10.1m, 43m 10.1m, 44m 10.1m, 45m 10.1m, 46m 10.1m, 47m 10.1m, 48m 10.1m, 49m 10.1m, 50m 10.1m, 51m 10.1m, 52m 10.1m, 53m 10.1m, 54m 10.1m, 55m 10.1m, 56m 10.1m, 57m 10.1m, 58m 10.1m, 59m 10.1m, 60m 10.1m, 61m 10.1m, 62m 10.1m, 63m 10.1m, 64m 10.1m, 65m 10.1m, 66m 10.1m, 67m 10.1m, 68m 10.1m, 69m 10.1m, 70m 10.1m, 71m 10.1m, 72m 10.1m, 73m 10.1m, 74m 10.1m, 75m 10.1m, 76m 10.1m, 77m 10.1m, 78m 10.1m, 79m 10.1m, 80m 10.1m, 81m 10.1m, 82m 10.1m, 83m 10.1m, 84m 10.1m, 85m 10.1m, 86m 10.1m, 87m 10.1m, 88m 10.1m, 89m 10.1m, 90m 10.1m, 91m 10.1m, 92m 10.1m, 93m 10.1m, 94m 10.1m, 95m 10.1m, 96m 10.1m, 97m 10.1m, 98m 10.1m, 99m 10.1m, 100m 10.1m, 101m 10.1m, 102m 10.1m, 103m 10.1m, 104m 10.1m, 105m 10.1m, 106m 10.1m, 107m 10.1m, 108m 10.1m, 109m 10.1m, 110m 10.1m, 111m 10.1m, 112m 10.1m, 113m 10.1m, 114m 10.1m, 115m 10.1m, 116m 10.1m, 117m 10.1m, 118m 10.1m, 119m 10.1m, 120m 10.1m, 121m 10.1m, 122m 10.1m, 123m 10.1m, 124m 10.1m, 125m 10.1m, 126m 10.1m, 127m 10.1m, 128m 10.1m, 129m 10.1m, 130m 10.1m, 131m 10.1m, 132m 10.1m, 133m 10.1m, 134m 10.1m, 135m 10.1m, 136m 10.1m, 137m 10.1m, 138m 10.1m, 139m 10.1m, 140m 10.1m, 141m 10.1m, 142m 10.1m, 143m 10.1m, 144m 10.1m, 145m 10.1m, 146m 10.1m, 147m 10.1m, 148m 10.1m, 149m 10.1m, 150m 10.1m, 151m 10.1m, 152m 10.1m, 153m 10.1m, 154m 10.1m, 155m 10.1m, 156m 10.1m, 157m 10.1m, 158m 10.1m, 159m 10.1m, 160m 10.1m, 161m 10.1m, 162m 10.1m, 163m 10.1m, 164m 10.1m, 165m 10.1m, 166m 10.1m, 167m 10.1m, 168m 10.1m, 169m 10.1m, 170m 10.1m, 171m 10.1m, 172m 10.1m, 173m 10.1m, 174m 10.1m, 175m 10.1m, 176m 10.1m, 177m 10.1m, 178m 10.1m, 179m 10.1m, 180m 10.1m, 181m 10.1m, 182m 10.1m, 183m 10.1m, 184m 10.1m, 185m 10.1m, 186m 10.1m, 187m 10.1m, 188m 10.1m, 189m 10.1m, 190m 10.1m, 191m 10.1m, 192m 10.1m, 193m 10.1m, 194m 10.1m, 195m 10.1m, 196m 10.1m, 197m 10.1m, 198m 10.1m, 199m 10.1m, 200m 10.1m, 201m 10.1m, 202m 10.1m, 203m 10.1m, 204m 10.1m, 205m 10.1m, 206m 10.1m, 207m 10.1m, 208m 10.1m, 209m 10.1m, 210m 10.1m, 211m 10.1m, 212m 10.1m, 213m 10.1m, 214m 10.1m, 215m 10.1m, 216m 10.1m, 217m 10.1m, 218m 10.1m, 219m 10.1m, 220m 10.1m, 221m 10.1m, 222m 10.1m, 223m 10.1m, 224m 10.1m, 225m 10.1m, 226m 10.1m, 227m 10.1m, 228m 10.1m, 229m 10.1m, 230m 10.1m, 231m 10.1m, 232m 10.1m, 233m 10.1m, 234m 10.1m, 235m 10.1m, 236m 10.1m, 237m 10.1m, 238m 10.1m, 239m 10.1m, 240m 10.1m, 241m 10.1m, 242m 10.1m, 243m 10.1m, 244m 10.1m, 245m 10.1m, 246m 10.1m, 247m 10.1m, 248m 10.1m, 249m 10.1m, 250m 10.1m, 251m 10.1m, 252m 10.1m, 253m 10.1m, 254m 10.1m, 255m 10.1m, 256m 10.1m, 257m 10.1m, 258m 10.1m, 259m 10.1m, 260m 10.1m, 261m 10.1m, 262m 10.1m, 263m 10.1m, 264m 10.1m, 265m 10.1m, 266m 10.1m, 267m 10.1m, 268m 10.1m, 269m 10.1m, 270m 10.1m, 271m 10.1m, 272m 10.1m, 273m 10.1m, 274m 10.1m, 275m 10.1m, 276m 10.1m, 277m 10.1m, 278m 10.1m, 279m 10.1m, 280m 10.1m, 281m 10.1m, 282m 10.1m, 283m 10.1m, 284m 10.1m, 285m 10.1m, 286m 10.1m, 287m 10.1m, 288m 10.1m, 289m 10.1m, 290m 10.1m, 291m 10.1m, 292m 10.1m, 293m 10.1m, 294m 10.1m, 295m 10.1m, 296m 10.1m, 297m 10.1m, 298m 10.1m, 299m 10.1m, 300m 10.1m, 301m 10.1m, 302m 10.1m, 303m 10.1m, 304m 10.1m, 305m 10.1m, 306m 10.1m, 307m 10.1m, 308m 10.1m, 309m 10.1m, 310m 10.1m, 311m 10.1m, 312m 10.1m, 313m 10.1m, 314m 10.1m, 315m 10.1m, 316m 10.1m, 317m 10.1m, 318m 10.1m, 319m 10.1m, 320m 10.1m, 321m 10.1m, 322m 10.1m, 323m 10.1m, 324m 10.1m, 325m 10.1m, 326m 10.1m, 327m 10.1m, 328m 10.1m, 329m 10.1m, 330m 10.1m, 331m 10.1m, 332m 10.1m, 333m 10.1m, 334m 10.1m, 335m 10.1m, 336m 10.1m, 337m 10.1m, 338m 10.1m, 339m 10.1m, 340m 10.1m, 341m 10.1m, 342m 10.1m, 343m 10.1m, 344m 10.1m, 345m 10.1m, 346m 10.1m, 347m 10.1m, 348m 10.1m, 349m 10.1m, 350m 10.1m, 351m 10.1m, 352m 10.1m, 353m 10.1m, 354m 10.1m, 355m 10.1m, 356m 10.1m, 357m 10.1m, 358m 10.1m, 359m 10.1m, 360m 10.1m, 361m 10.1m, 362m 10.1m, 363m 10.1m, 364m 10.1m, 365m 10.1m, 366m 10.1m, 367m 10.1m, 368m 10.1m, 369m 10.1m, 370m 10.1m, 371m 10.1m, 372m 10.1m, 373m 10.1m, 374m 10.1m, 375m 10.1m, 376m 10.1m, 377m 10.1m, 378m 10.1m, 379m 10.1m, 380m 10.1m, 381m 10.1m, 382m 10.1m, 383m 10.1m, 384m 10.1m, 385m 10.1m, 386m 10.1m, 387m 10.1m, 388m 10.1m, 389m 10.1m, 390m 10.1m, 391m 10.1m, 392m 10.1m, 393m 10.1m, 394m 10.1m, 395m 10.1m, 396m 10.1m, 397m 10.1m, 398m 10.1m, 399m 10.1m, 400m 10.1m, 401m 10.1m, 402m 10.1m, 403m 10.1m, 404m 10.1m, 405m 10.1m, 406m 10.1m, 407m 10.1m, 408m 10.1m, 409m 10.1m, 410m 10.1m, 411m 10.1m, 412m 10.1m, 413m 10.1m, 414m 10.1m, 415m 10.1m, 416m 10.1m, 417m 10.1m, 418m 10.1m, 419m 10.1m, 420m 10.1m, 421m 10.1m, 422m 10.1m, 423m 10.1m, 424m 10.1m, 425m 10.1m, 426m 10.1m, 427m 10.1m, 428m 10.1m, 429m 10.1m, 430m 10.1m, 431m 10.1m, 432m 10.1m, 433m 10.1m, 434m 10.1m, 435m 10.1m, 436m 10.1m, 437m 10.1m, 438m 10.1m, 439m 10.1m, 440m 10.1m, 441m 10.1m, 442m 10.1m, 443m 10.1m, 444m 10.1m, 445m 10.1m, 446m 10.1m, 447m 10.1m, 448m 10.1m, 449m 10.1m, 450m 10.1m, 451m 10.1m, 452m 10.1m, 453m 10.1m, 454m 10.1m, 455m 10.1m, 456m 10.1m, 457m 10.1m, 458m 10.1m, 459m 10.1m, 460m 10.1m, 461m 10.1m, 462m 10.1m, 463m 10.1m, 464m 10.1m, 465m 10.1m, 466m 10.1m, 467m 10.1m, 468m 10.1m, 469m 10.1m, 470m 10.1m, 471m 10.1m, 472m 10.1m, 473m 10.1m, 474m 10.1m, 475m 10.1m, 476m 10.1m, 477m 10.1m, 478m 10.1m, 479m 10.1m, 480m 10.1m, 481m 10.1m, 482m 10.1m, 483m 10.1m, 484m 10.1m, 485m 10.1m, 486m 10.1m, 487m 10.1m, 488m 10.1m, 489m 10.1m, 490m 10.1m, 491m 10.1m, 492m 10.1m, 493m 10.1m, 494m 10.1m, 495m 10.1m, 496m 10.1m, 497m 10.1m, 498m 10.1m, 499m 10.1m, 500m 10.1m, 501m 10.1m, 502m 10.1m, 503m 10.1m, 504m 10.1m, 505m 10.1m, 506m 10.1m, 507m 10.1m, 508m 10.1m, 509m 10.1m, 510m 10.1m, 511m 10.1m, 512m 10.1m, 513m 10.1m, 514m 10.1m, 515m 10.1m, 516m 10.1m, 517m 10.1m, 518m 10.1m, 519m 10.1m, 520m 10.1m, 521m 10.1m, 522m 10.1m, 523m 10.1m, 524m 10.1m, 525m 10.1m, 526m 10.1m, 527m 10.1m, 528m 10.1m, 529m 10.1m, 530m 10.1m, 531m 10.1m, 532m 10.1m, 533m 10.1m, 534m 10.1m, 535m 10.1m, 536m 10.1m, 537m 10.1m, 538m 10.1m, 539m 10.1m, 540m 10.1m, 541m 10.1m, 542m 10.1m, 543m 10.1m, 544m 10.1m, 545m 10.1m, 546m 10.1m, 547m 10.1m, 548m 10.1m, 549m 10.1m, 550m 10.1m, 551m 10.1m, 552m 10.1m, 553m 10.1m, 554m 10.1m, 555m 10.1m, 556m 10.1m, 557m 10.1m, 558m 10.1m, 559m 10.1m, 560m 10.1m, 561m 10.1m, 562m 10.1m, 563m 10.1m, 564m 10.1m, 565m 10.1m, 566m 10.1m, 567m 10.1m, 568m 10.1m, 569m 10.1m, 570m 10.1m, 571m 10.1m, 572m 10.1m, 573m 10.1m, 574m 10.1m, 575m 10.1m, 576m 10.1m, 577m 10.1m, 578m 10.1m, 579m 10.1m, 580m 10.1m, 581m 10.1m, 582m 10.1m, 583m 10.1m, 584m 10.1m, 585m 10.1m, 586m 10.1m, 587m 10.1m, 588m 10.1m, 589m 10.1m, 590m 10.1m, 591m 10.1m, 592m 10.1m, 593m 10.1m, 594m 10.1m, 595m 10.1m, 596m 10.1m, 597m 10.1m, 598m 10.1m, 599m 10.1m, 600m 10.1m, 601m 10.1m, 602m 10.1m, 603m 10.1m, 604m 10.1m, 605m 10.1m, 606m 10.1m, 607m 10.1m, 608m 10.1m, 609m 10.1m, 610m 10.1m, 611m 10.1m, 612m 10.1m, 613m 10.1m, 614m 10.1m, 615m 10.1m, 616m 10.1m, 617m 10.1m, 618m 10.1m, 619m 10.1m, 620m 10.1m, 621m 10.1m, 622m 10.1m, 623m 10.1m, 624m 10.1m, 625m 10.1m, 626m 10.1m, 627m 10.1m, 628m 10.1m, 629m 10.1m, 630m 10.1m, 631m 10.1m, 632m 10.1m, 633m 10.1m, 634m 10.1m, 635m 10.1m, 636m 10.1m, 637m 10.1m, 638m 10.1m, 639m 10.1m, 640m 10.1m, 641m 10.1m, 642m 10.1m, 643m 10.1m, 644m 10.1m, 645m 10.1m, 646m 10.1m, 647m 10.1m, 648m 10.1m, 649m 10.1m, 650m 10.1m, 651m 10.1m, 652m 10.1m, 653m 10.1m, 654m 10.1m, 655m 10.1m, 656m 10.1m, 657m 10.1m, 658m 10.1m, 659m 10.1m, 660m 10.1m, 661m 10.1m, 662m 10.1m, 663m 10.1m, 664m 10.1m, 665m 10.1m, 666m 10.1m, 667m 10.1m, 668m 10.1m, 669m 10.1m, 670m 10.1m, 671m 10.1m, 672m 10.1m, 673m 10.1m, 674m 10.1m, 675m 10.1m, 676m 10.1m, 677m 10.1m, 678m 10.1m, 679m 10.1m, 680m 10.1m, 681m 10.1m, 682m 10.1m, 683m 10.1m, 684m 10.1m, 685m 10.1m, 686m 10.1m, 687m 10.1m, 688m 10.1m, 689m 10.1m, 690m 10.1m, 691m 10.1m, 692m 10.1m, 693m 10.1m, 694m 10.1m, 695m 10.1m, 696m 10.1m, 697m 10.1m, 698m 10.1m, 699m 10.1m, 700m 10.1m, 701m 10.1m, 702m 10.1m, 703m 10.1m, 704m 10.1m, 705m 10.1m, 706m 10.1m, 707m 10.1m, 708m 10.1m, 709m 10.1m, 710m 10.1m, 711m 10.1m, 712m 10.1m, 713m 10.1m, 714m 10.1m, 715m 10.1m, 716m 10.1m, 717m 10.1m, 718m 10.1m, 719m 10.1m, 720m 10.1m, 721m 10.1m, 722m 10.1m, 723m 10.1m, 724m 10.1m, 725m 10.1m, 726m 10.1m, 727m 10.1m, 728m 10.1m, 729m 10.1m, 730m 10.1m, 731m 10.1m, 732m 10.1m, 733m 10.1m, 734m 10.1m, 735m 10.1m, 736m 10.1m, 737m 10.1m, 738m 10.1m, 739m 10.1m, 740m 10.1m, 741m 10.1m, 742m 10.1m, 743m 10.1m, 744m 10.1m, 745m 10.1m, 746m 10.1m, 747m 10.1m, 748m 10.1m, 749m 10.1m, 750m 10.1m, 751m 10.1m, 752m 10.1m, 753m 10.1m, 754m 10.1m, 755m 10.1m, 756m 10.1m, 757m 10.1m, 758m 10.1m, 759m 10.1m, 760m 10.1m, 761m 10.1m, 762m 10.1m, 763m 10.1m, 764m 10.1m, 765m 10.1m, 766m 10.1m, 767m 10.1m, 768m 10.1m, 769m 10.1m, 770m 10.1m, 771m 10.1m, 772m 10.1m, 773m 10.1m, 774m 10.1m, 775m 10.1m, 776m 10.1m, 777m 10.1m, 778m 10.1m, 779m 10.1m, 780m 10.1m, 781m 10.1m, 782m 10.1m, 783m 10.1m, 784m 10.1m, 785m 10.1m, 786m 10.1m, 787m 10.1m, 788m 10.1m, 789m 10.1m, 790m 10.1m, 791m 10.1m, 792m 10.1m, 793m 10.1m, 794m 10.1m, 795m 10.1m, 796m 10.1m, 797m 10.1m, 798m 10.1m, 799m 10.1m, 800m 10.1m, 801m 10.1m, 802m 10.1m, 803m 10.1m, 804m 10.1m, 805m 10.1m, 806m 10.1m, 807m 10.1m, 808m 10.1m, 809m 10.1m, 810m 10.1m, 811m 10.1m, 812m 10.1m, 813m 10.1m, 814m 10.1m, 815m 10.1m, 816m 10.1m, 817m 10.1m, 818m 10.1m, 819m 10.1m, 820m 10.1m, 821m 10.1m, 822m 10.1m, 823m 10.1m, 824m 10.1m, 825m 10.1m, 826m 10.1m, 827m 10.1m, 828m 10.1m, 829m 10.1m,

Tracey Capstick on an emotional parting from her sailor husband

Navigating tears for a love of the cruel sea

On Sunday, after years of preparation, weeks of violent mood swings and days of fighting back the tears, I said goodbye to my husband, Jim, as he left Southampton aboard the yacht, *Ocean Rover*, to take part in the BT Global Challenge.

Needless to say, it was an emotionally-charged moment. I was not alone. There were many of us, both volunteers and their friends and family, experiencing the same agonising moment. I should like to say it was a joyous occasion, but for the most part it was not.

The weather proved appropriate — dark, windy and raining. I stood above the yacht and observed the behaviour of the participants in this bizarre ritual of farewells. There were two noticeable camps of people. First, the skippers, the professionals who were confident, enthusiastic and impressive while the sponsors were businesslike and dutiful. Second, the amateurs — the crews and their supporters. Many of the crews were subdued, avoiding close interaction with each other and only occasionally acknowledging the presence of their nearest and dearest. Some were animated, all were apprehensive. My husband hid at the far side of the yacht. I was not surprised. He was going riddled with guilt at leaving two children, of ten and seven, and a wife who is eight months pregnant. We did not discuss it, but I knew it was there. Partners, parents, children and friends — fearful, frightened. In my particular case, constantly fighting the urge to scream out: "Please don't do this, we need you here."

Chay Blyth, the race director, attended each yacht and shook the skipper by the hand. He and I were

feet apart, but might have been on separate planets. His perception and mine of what was happening that morning could not have been more diverse. Over the past few weeks, I have grown to despise him and the round-the-world race that is his brainchild.

A sure trigger for anger has been the race logo. Recently, it is everywhere I turn. It triggers a train of thoughts which culminate in my less-than-favourable personal view of Blyth. He may well have disguised a clever business venture as a rare opportunity for achievement by ordinary people, but I doubt that he has any real notion of the personal cost to many more.

I stood alone amid the relatives of the *Ocean Rover* crew. I had left the children at home, a decision that we had jointly agonised over for some days. As the yacht left the marina in turn, the crowd obliged with a cheer and a wave. As *Ocean Rover* disappeared out of sight, our brave faces disappeared and we hugged each other sobbing, united in indescribable pain and grief.

In the light of so much anguish, I was overcome with anger. The *Ocean Rover* crew had left behind dependants who love them dearly and who rely on them either financially, or emotionally, or both. It occurred to me that the action of these brave volunteers, including that of my husband, was selfish and arrogant. They had chosen to place themselves in danger to satisfy their own needs over the interests of those they purport to love and each of them will return and assume that they will still be cherished ten months later by those left behind. I am sure there are many commendable reasons why families are torn apart. I am not convinced of the validity of this one.



'It occurred to me his action was selfish and arrogant'



Tracey Capstick is bitter over the disruption caused to her family by the BT Global Challenge

At 9am I left to drive the 50 miles home to our children. We were due to attend a beach party at Stokes Bay, but it was cancelled because of the fierce winds and rain. Already Jim was in a Force 9 gale. As I got closer to home, panic set in. I was under considerable pressure to pull myself together before I reached the children.

Both Jim and I had gone to some lengths to present their father's journey in a positive light. Now it was my responsibility to follow it through and I did not want to blow it at the last hurdle. I rehearsed a

speech to get them through the day and ensure that it did not unfold into a great emotional drama. Consequently it did not, and we did OK.

My husband is proud to say I am a supportive wife and, despite all of the above, most of the time I am. I have always believed that Jim must live his own life. At the outset, he asked if he could participate in the Challenge and I consented. I know of many partners who have neither consented nor been asked.

Ironically, it is my fault that Jim is a volunteer. I suggested the original format of his winning entry in *The*

Times competition. I edited it and it was me who drove a round trip of 150 miles to meet the deadline. Then, when he took part in the final selection weekend, it was I who spent hours briefing him on how to behave and what qualities the organisers would look for. I do not know if I would do the same again. My advice to anyone contemplating the next one is — do not underestimate the pain.

Far from home — life aboard *Ocean Rover*

For failure, say gottle

Woodstock, Radio 2, 9.00pm.

As always, the Greeks had a word for it. So did the Romans. In both cases, "bellyspeaking" came into it. Romans and Greeks were wrong. Ventriloquism involves only the tongue and the tongue, and for those who have not mastered the closed-lips technique, "bottle of beer" comes out as "bottle of beer". Ray Alan's history of ventriloquism is the story of men — and a few women — who have made their living by talking to themselves in public. The monocular toff, Lord Charles, by talking to himself like a toper, shares the linking with his flesh-and-blood manipulator, Alan. This was a wise choice; they make up a well-above-average double-act. It is paradoxical that ventriloquism, a visual art if ever there was one, owes its resurgence to radio, which draws its strength from sound.

Reputations: Nikolaus Pevsner, Radio 3, 9.30pm.

It is right and proper that the recorded voice and architectural judgments of Nikolaus Pevsner should be part of the 50th birthday celebrations of the Third Programme. His broadcasts were many and significant. He was an authority on the Englishness of English art — a refugee from Germany. He achieved fame with his *Buildings of England* and *Planners of the Modern Movement*. Joe Mordant Cook's reappraisal of Pevsner's reputation is enriched by the contributions of eminent contemporary commentators, including Gavin Stamp and John Harris.

Peter Davall

RADIO 1

FM Stereo, 6.30am Chris Evans 9.00 Simon Mayo 12.00 Charlie Jordan, Inci at 12.30pm-12.45 Newsbeat 2.00 Nick Campbell 4.00 Mark Goodier 7.00 Evening Session 8.00 Clive Selous 10.00 Mark Radcliffe 12.00 Claire Selous 4.00am Clive Selous

RADIO 2

FM Stereo, 6.00am Sarah Kennedy 7.30 Wake Up to Wogan 8.30 Ken Bruce 11.30 Alex Lester 1.30pm Debbie Thorne 3.00 Ed Stewart 5.00 John Dunn 7.00 Hayes Over Britain 8.30 The Elephant Men 9.00 9.00 Woodstock See Choice 10.00 The Saxon's Tale A new series in which George Cole stars as the son of a Highgate Cavalier (10.10) The Jamisons 12.00am Charles Novak 3.00 Steve Madden

RADIO 5 LIVE

5.00am Morning Reports, Inci 5.45 Wake Up to Money 6.00 The Breakfast Programme Inci at 6.55, 7.55 racing preview 8.35 The Magazine, with Brian Hayes, Inci 10.25 News from Europe 12.00 Midday with Blair, Inci 12.35pm Moneyweek 2.05 Race on Five, Inci racing from Newmarket and at 3.45 Entertainment News 4.00 Nationwide, Inci at 5.45 Entertainment News 7.00 News Extra, Inci at 7.25 Sports Bulletin 7.25 The Tuesday Watch, with Mark Pougatch. Coverage of the first division clash between Ipswich and Barnsley 10.05 News Talk, with Nigel Cawston 11.00 Night Time 12.00am After Hours 2.05 Up All Night, with Rhod Sharp

TALK RADIO

5.00am Early Breakfast 7.00 Paul Ross 9.00 Scott Galloway 12.00 Anna Rieburn 2.00pm Tommy Boyd 4.00pm Onwards, with Peter Dinkley 7.00 Mike Dier's Sportszone 10.00 James White 1.00am Ian Collins

RADIO 3

6.00am On Air, with Andrew McGregor. Bach (Concerto in D minor for two violins, BWV1043); Beethoven (String Quartet in A, Op 18 No 5); Schubert (Viola Trio); Wesley (Violin Concerto No 2 in D); Rossini (Overture, The Sicilian Ladder); Gould (Lute American Symphonette) 9.00 Morning Collection, with Catherine Young, Wagner (A Faust Overture); Britten (Ode to St Cecilia); Lladro (Overture); Mozart (Piano Quartet in G Minor, K478) 10.00 Musical Encounters, with Geraint Lewis. Includes Kodály (The Sun, the Moon and the Stars); Liszt (Lullaby of the Universal); London Symphony Artist of the Week: David Atherton. Britten (Songs and Proverbs of William Blake); Purcell (O sing unto the Lord, 244) 12.00 Composer of the Week: Steve Reich at 60 with music for maracas, voice and organ 1.00pm News; The BBC Orchestra (Gerhard Schuster). The BBC Symphony under its guest and principal conductors, Matthias Bamert and Andrew Davis 2.30 Antonio Soler. Concerto in A for two organs: Tina Mathot and Ton Koopman 3.25 The BBC Orchestra. The BBC National Orchestra of Wales under Tadeusz Olszak and Paul Watkins, cello. Brahms (Variations on a Theme by Haydn); Tchaikovsky (Rococo Variations, original version); Brahms (Symphony No 1 in C minor)

RADIO 4

5.55am Shipping Forecast (LW only) 6.00 News Briefing Inci Weather 6.10 Farming Today 6.30 Prayer for the Day 6.30 Today Inci 7.25, 8.25 Sports News 7.45 Thought for the Day 8.40 A Moment's Liberty (2/5) 8.50 Weather 9.00 News 9.05 Call Nick Ross 0171-580 4444 10.00 News; Fritz Spiegler's Suburb (P.N.). The writer and musician Fritz Spiegler takes a turn around Tootsie Liverpool 10.00 Daily Service (LW) 10.15 On This Day (LW) 10.30 Woman's Hour 11.30 All in the Mind. Are citizens' juries an appropriate forum for discussing mental health policies? Presented by Professor Anthony Clare 12.00 News; You and Yours, with Lesley Hiddoch 12.25pm Head A new series of the story-telling game. With Tim Brooke-Taylor, Roy Cooney, Graeme Garden and Adrian Walsh 12.45 Weather 1.00 The World at One. With Charlie Lee-Potter at the Labour Party Conference in Blackpool and Chris Lowe in London 1.40 The Archers (1) 1.55 Shipping Forecast 2.00 News; Books and Company with John Walsh (1) 2.30 Compelling Notes with Brian Kay. In the first of a new series, Brian Kay talks to the tenor Ian Partridge and his pianist sister, Jennifer 3.00 The Late Book: Nicola. Paul Vaughan talks to the Booker Prize judges as the shortlist of candidates is announced

UXORIOLOCAL

(b) Living with one's wife's family. From the Latin *uxor* a wife + *locus* a place. A suitable blessing for brides would be: "May your husband be ever *uxorious* (wife-loving) and never *uxorilocal*."

SOLUTION TO WINNING CHESS MOVE

1. Qh8+! Kxh8; 2. g7+ Kg8; 3. Wh7+ Kxh7; 4. g8Q mate.

BOXING

McCracken has title task

ROBERT MCCracken will step into a boxing ring at Aston Villa Leisure Centre tonight, but he would much rather be somewhere else (Srikumar Sen writes).

He must defend his

Commonwealth middle-weight championship against Fitzgerald Bruneau of Canada, who is the last man that McCracken wants to meet — not because McCracken is afraid of him, but because

Bruneau is the most frustrating of opponents.

This is their second meeting. In their bout last November, at Dudley, Bruneau proved to be so awkward to hit that McCracken did not impress many ringsiders. Roy Francis, the referee, gave the bout to McCracken by a clear margin of eight rounds to three, but so strong was the opinion of others that Bruneau had won by a similar margin that the Commonwealth committee had to order a rematch.

It is unfortunate that, just as McCracken is on the point of signing for a title bout with Lonnie Bradley, the World Boxing Organisation champion, he has to take on such a slippery opponent. Indeed, according to McCracken: "He's not just awkward, he's horrible. He's tall, a southpaw and he hasn't a clue. He panics whenever you come near him. I don't take any pleasure out of fighting the guy. I just want it over with."

With luck, McCracken could find Bruneau less resilient this time. Whereas McCracken has had two bouts since meeting Bruneau and won them both well to take his record to 17 wins without a loss, Bruneau has boxed just once, losing to Greg Wright of Detroit. It was his fifth defeat in six outings.

Billington earns late reward for Olympic achievements

By Jenny MacArthur

GEOFF BILLINGTON, who was sixth in the Olympic showjumping competition and the best British equestrian performer in Atlanta, was named *Horse and Hound* personality of the year at the Animal Health Trust's United Kingdom equestrian awards in London yesterday.

The awards, which were presented by the Princess Royal, the president of the Animal Health Trust, were started seven years ago "to recognise outstanding scientific, sporting and welfare achievements in the equine world".

Billington, a jovial, wisecracking Lancastrian who was making his British team debut in Atlanta — at the age of 41 — had considered himself to be the weak link in the team. "I just hoped I wouldn't let the others down," he said, referring to his three more experienced team members, Nick Skelton and the brothers John and Michael Whitaker.

He produced two superb rounds in the individual contest on Gerard Lever's ten-year-old *It's Otto*, which qualified him for the six-horse jump-off for silver and bronze medals. The Dutch-bred

horse, the winner of the Daphur top horse award yesterday, looked set for a clear round against the clock but one mistake at a gate kept him in sixth place.

"He's a superstar — I'm just lucky that late in life I have found myself with one of the best horses in the world," Billington said after receiving his award. He will be partnering *It's Otto* at the Bremen International Show in Germany this weekend.

Walter Swinburn, the jock-



Billington: jovial

EQUESTRIANISM

POOLS FORECAST

Saturday October 5	THIRD DIVISION		SCOTTISH FIRST	
Coupon No. Astute, Broadcast				
FIRST DIVISION				
1 Bradford v Southend	X		36 Ardsley v St Mirren	1
2 Charlton v Barnetley	X		37 Dundee v Clydebank	1
3 Grimsby v QPR	2		38 E Fife v Falkirk	2
4 Burnley v Blackpool	X		39 G Morton v Partick	1
5 Oldham v Port Vale	1			
6 Wolves v Reading	1			
SECOND DIVISION			SCOTTISH SECOND	
7 Brentford v Rotherham	1		40 Brechin v Barnetley	X
8 Bristol RV Colchester	V		41 Dumbarton v Ajax	X
9 Burnley v Blackpool	X		42 Livingston v Clyde	1
10 Burny v Bradford	2		43 Stirling Univ v Hamilton	2
11 Chester v Bristol C	2		44 Stirling v Q of South	1
12 Gillingham v Bournemouth	1			
13 Luton v Walsall	1			
14 Donquoy v Millwall	1			
15 Preston v Notts Co	1			
16 Wycombe v Notts Co	1			
		VANHALL CONFERENCE	SCOTTISH THIRD	
		29 Hednesford v Farnborough	45 Albion v Mossley	X
		30 Northwich v Dover	46 E Stirling v Roskilde	1
		31 Dunfermline v Welling	47 Forfar v Cowdenby	2
		32 Slough v Wokingham	48 Inverness v Arbroath	1
		33 Stevenage v Welwyn	49 Queens Pk v Alloa	2
		34 Stalybridge v Southport		

* denotes away matches

DRAWN (home team): Bradford City, Charlton Athletic, Ipswich Town, Plymouth Argyle, York City, Chester City, Northwich Victoria, Woking, Brechin City, Albion Rovers.

BEST DRAWS: Charlton, Ipswich, York, Northwich, Woking.

AWAYS: Blackpool, Bristol City, Scarborough, Kettering, Farnborough.

HOME: Bradford, Gillingham, Preston North End, Wycombe Wanderers, Carlisle United, Huddersfield Town, Shrewsbury Town, Lincoln City, Slough, Aldershot, Luton, Walsley.

FIXED ODDS: Home: Gillingham, Preston, Wycombe, Huddersfield, Lincoln, Aldershot, Bristol City, Kettering, Woking, Charlton, Ipswich, York.

© Vince Wright



18 OCT 96
20 JAN 97
from £102

A major Picasso Exhibition containing exceptional paintings from public and private collections

- Daily departures by Eurostar, (Waterloo or Ashford) upgrade to First Class, meals included, for just £47
 - 1 nights B & B at a *** hotel in central Paris (1 night available Fridays & Saturdays only)
 - Additional nights available from £14 per night
 - Exclusive & charming *** hotels available from £129
 - Guaranteed entrance ticket to the Picasso Exhibition
- SPECIAL OFFERS**
- 2 nights at *** Hotel de Neuville for £170, including free bottle of wine and river cruise
 - 3 nights at *** Novanox for only £188
 - travel Mon - Thu and save £11 per person

All prices include all taxes. Prices P.P. based upon 2 sharing a room. Single room supplements apply. ALL OFFERS SUBJECT TO AVAILABILITY

For reservations please call 0181-960 9066

CITYTRAVELLER DIRECT LTD
4 Exmoor St, London W10 6BD

REVIEW

this potential, rug-chewer with plucky seriousness. Amanda Ooms (academic librarian at London University with innocent name, Alice White) is very beautiful and mysterious, and does a lot of acting with her eyes; but the main thing is that fox-like men sniff around her and she rips their throats out. Fortunately, she has now hooked up with an animal behaviour specialist (Owen Teale), so the future holds promise. It's just a shame it's a monthly wolf, because it's always a monthly wolf. Someone who turned into a squirrel once a fortnight would be real headline news.



Lynne
Truss

inside their cars, their fear of failure so self-evident that you didn't need to be a wolf-lady to smell it. But such high emotion in such a banal context made the film charming. "Next road on the right please," the examiners practised saying, in mirrors. It's surprising how many ways you can say the words. "Would you read and sign this insurance declaration?" and still sound unconvincing.

Unbilled star of the show was, of course, a hopeless woman driver who had taken a driving test 40 times in 20 years. Mrs Howard was a short, irrepresible Jewish woman whose scartail saved her neck, and whose driving instructor (Mr Victor) had sat beside her for 20 years with his head growing old in his hand. With Mrs Howard at the wheel, the whole thing was pathetic, like someone with toothache all over his body. She stalled whenever she reversed. "You won't set the gear!" he told her, for the umpteenth time. They bickered all an old-time music-hall act. "Did you drink something before coming out Victor?" "Yeah." "What? "Arsenic."

Who would fail the test, ultimately? Only Mrs Howard, of course. Her license was sent her by post. "You've passed," it said. "Where can you overtake?" he asked, gently. "What do you mean?" she snapped. "That's a very awkward

question! He hope they won't ask me such a question!" It was hilarious. In the event, her examiner failed to ask her the question. She was on the emergency stop — a highly alarming squeal of tyres — but when he started to explain, she told him to shut up. She removed her glasses and wiped her eyes on her jumper. "It's not fair," she complained after. "He didn't give me a second chance."

Normally I would complain at the way a person had been ill-treated by television, but since I've made no dent in that particular brick wall and my head hurts. It may be time to give in. Besides, as one of those people who talks but never listens, Mrs Howard may have been wrong. A hundred times about the dangers of appearing in this programme. I liked the way the first-time examiner gave her another test-application form at the end, incidentally. He pretend-

ed everything was absolutely normal, but all the way through the test, he must have wondered why this really for a Church & documentary, or is it an elaborate setup for Jeremy Beadle?

Back at *EastEnders* (if I may) I would like to share an observation. "You still here?" said Ian last night, to which Cindy replied, "Where else would I be?" The habit of answering questions with questions has a fine tradition in *EastEnders* (it automatically ups the ante) but last night saw one of the longest exchanges I have ever heard. "How long are you gonna keep this up, Ian?" "What?" "When are we going to get things back to the way they were?" "How can we?" "So I've come back to you for help, you're going to finish me?" "Then they do this on *Whose Line Is It Anyway?* they father and giggle long before they get that far.

● *Matthew Bond is away*

CHOICE

5.00am Open University: Elements Organised — the Periodic Table (7798420)

5.25 Natural Navigators (7717555)

5.50 The Ocean Floor (9375352)

7.15 See Hear Breakfast News (Celestial) (6354220) 7.30 Avlin and the Chipmunks (89772) 7.55 Blue Peter (TV) (Celestial) (s) (8076178) 8.20 Firemen Sam (TV) (1703284) 8.25 Lancelotti (TV) (8428352)

8.00 Standard Grade Design (s) (5877178)

9.20 The Red Collection (s) (2762913)

9.45 Watch (s) (132772) 10.00 Playdays (TV) (s) (10536) 10.30 Come Outside (TV) (1251536) 10.45 Science Zone — Types of Material (s) (3605913) 11.05 Space Ark (s) (6166536)

11.15 Clemenstine (3850401) 11.30 GNNQ TV (s) (3061) 12.00 See Hear Chat Show Special (s) (93159) 12.30p Worliding Lunch (13401) 1.00 Teaching Today (s) (50642) 1.30 Showcases (s) (57626517)

1.40 Hotch Potch House (TV) (s) (1402044)

2.10 Conference Live (s) (431371)

3.55 News and weather (Celestial) (6611994)

4.00 Today's the Day (s) (75) 4.30 Ready, Steady, Cook (s) (59) 5.00 The Oprah Winfrey Show (Celestial) (9520420) 5.40 A Week to Remember (b/w) (281159) 5.50 Breakfast of Friends (118255)

6.00 Heartbeat High (Teletext) (834517)

6.45 Conference Talf. A round-up of the day's events from Blackpool (s) (972536)

7.30 The Chemistry of (Almost) Everything. Mike Bullivant reveals the complex relationship between acid, droppings, drugs, diamonds, dynamite and power (Teletext) (68)

8.00 Pounds for Pound. How to save thousands by changing mortgage lender and do private investors score by buying football club shares? (s) (7642)

8.30 Antonio Carluccio's Italian Feast. Antonio meets a Parmesan cheesemaker (s) (3449)



Survivor John Noble (9.00pm)

9.00 [] Timewatch: Stalin's Foreign Slaves. John Noble returns to Buchenwald, which was used as a transit camp for foreigners on their way to the Gulag (Celestial) (s) (901975)

9.50 Trade Secrets: Decorators. Professionals share tricks of their trade (Celestial) (s) (650913)

10.00 Hancock: Competitions. How To Win Money and Influence People (TV) (94286)

10.30 Newsnight (Celestial) (573197)

11.15 Over the Edge (Celestial) (s) (620888)

11.45 Fourtute. Pete. Clint Eastwood with clips from The Pale Face, The Searchers, Unforgiven and Yojimbo, which inspired his own spaghetti-Western debut. A Fistful of Dollars (TV) (Celestial) (529159)

12.15 National Trust Gardens (TV) (7048395)

12.25am The History Man (TV) (6662734)

Timewatch: Stalin's Foreign Slaves
BBC2, 9.00pm

We know that the Soviet Union's forced labour camps made virtual slaves of millions of its citizens. But what was known is that tens of thousands of foreign prisoners died victims of the gulag. *Timewatch* has tracked down some of the survivors. They provide further evidence, should it be needed, that among the worst perpetrators of 20th-century atrocities Stalin is up there with Hitler and the Japanese. The programmes from Britain, France and the United States recall their arbitrary arrests, long sentences imposed without any pretence of a trial and years spent working themselves to exhaustion in dreadful conditions and on wretched diets. At least they are alive to tell their tales. But what of the millions who died? And others allowed to die from cold and hunger.

Witness: School Prayers
Channel 4, 9.00pm



Canon Slade, a Church of England school in Bolton, Greater Manchester, is a victim of its own success. An outstanding academic record, and a reputation for imparting discipline and traditional moral values, has produced many more applicants than places. This has led the school to introduce a points system. To gain enough points to guarantee entry, children and their parents have to prove that they are regular churchgoers. Competition is so fierce that some less than Christian parents are said to cook the figures. Those who fall short of the required points can appeal and the film follows four families through the process. All plead special circumstances to explain their lack of church attendance. In a supposedly secular age, this determination to embrace the C of E may be surprising, not to say gratifying.

The Visit: Claudia's Story
ITV, 10.40pm

Claudia McKibbin has Vater syndrome, a rare crippling illness. She has no gut, her spine is curved and deformed and she suffers from stomach complaints. At birth it was touch and go whether she would come through. Doctors thought she should be left to die. Within hours of being born she had undergone two operations and has now had more than 20. But at 13 she is one of the syndrome's few survivors. But Claudia's story is not about a trait of self-pity she makes the ideal subject to round off Desmond Wilcox's tales of courage. At times she sounds almost too good to be true. Head girl, karate green belt, fluent in two languages: the talents seem endless. When she dismisses her disabilities as making her a "special" person, she is like a girl from a script. But by the end of the film such cynicism is completely disarmed.

Northern Exposure
Channel 4, 11.05pm

The last run of *Northern Exposure* was cut short when Channel 4 discovered more pressing demands on its schedules. But fans who have been waiting since December for the final episodes need not rue no longer. With the next series following immediately, a 29-week season looms. The adventures of Dr Joel (Rob Morrow), the earnest New Yorker marooned in the Alaskan equivalent of a one-horse town, are not the stuff of big drama but of gently humorous, slightly surreal comedy, which meanders good-naturedly towards nowhere. There is no reason why the good doctor should not take the next plane back to the Big Apple. But the point of the show is that, like characters in a *Buñuel* film, he is invisibly trapped in his surroundings, a deeper and more subtle than it might appear. **Peter Wyman**

6.00am QNTV (7878197)
9.25 Supermarket Sweep (Teletext) (s) (2749082)
9.55 Regional News (8638246)
10.00 The Time . . . the Place (s) (33802)
10.30 This Morning (27846710)
12.20pm Regional News (7713248)
12.30 News and weather (Teletext) (3455888)
12.55 Shortland Street (s) (3463807) 1.25
High Road (Teletext) (6408284) 2.00
Home and Away (Teletext) (s) (27084265) 2.25 Outland (Teletext) (s) (27043772) 2.50 Vanessa (Teletext) (s) (9169536)
3.20 News (Teletext) (5768536)
3.25 Regional News (7590489)
3.30 Potomac Park (s) (9919994) 3.40
Wizards (s) (6339623) 3.50 Hot Rod
Dogs (s) (9913710) 4.05 Garfield and
Friends (474772) 4.15 Hey Arnold!
(Teletext) (s) (6316842) 4.40 The Ward
(Teletext) (s) (8533130)
5.10 What's My Line? (8564352)
5.40 News and weather (Teletext) (918791)
6.00 Home and Away (r) (Teletext) (s) (489913)
6.25 HTV News (Teletext) (656826)
7.00 Emmerdale. (Teletext) (s) (5420)
7.30 West Watch. David Bellamy and Nick
Baker explore the Somerset Levels (s) (2)
8.00 The Bill. A pensioner dies when
confronted by a thief, is it murder or death
by natural causes? (1468)

Lesley Vickerage (8.30pm)
8.30 My Good Friend. Ellie (Lesley
Vickerage) is persuaded to take a job
singing in the local wine bar, and Peter is
shocked when he discovers Betty's new
hobby. With George Cole (Teletext) (s)
(9325)
9.00 Soldier, Soldier. Butcher breaks the ice
between him and Stacey when he
rescues a para from near death. Cate
and Hobbs finally discover that they will soon
have not one but two babies (Teletext) (s)
(4813)
10.00 News (Teletext) and weather (14542)
10.30 Regional News (781739)
10.40  The Vixen: Claudia's Story
(Teletext) (s) (766710)
11.40 Highlander (806197)
12.35am Nationwide Football League Extra
(7633314)
1.25 FILM: This Man Stands Alone (1979)
starring Lou Gossett Jr, Philip Michael
Thomas and Chu Gulager. 1979s
account, based on a true story, about a
black civil rights activist running for sheriff
in a divided community in the American
South (789918)
3.10 Late & Loud (s) (3150378)
4.00 The Chart Show (r) (s) (56289)
5.00 Special Report (r) (80444)
5.30 ITN Morning News (29163)

As HTV West except:
5.10pm-5.40p Bagdad Cafe (8564352)
6.25-7.00 Wales Tonight (856826)
7.30-8.00 James' Journal (2)

WESTCOUNTRY

As HTV West except:
12.25 All Good Gifts (7721265)
12.55 Emmerdale (3463807)
1.25-1.55 Quisine (5563897)
1.55 Home and Away (14013158)
2.55 Vanessa (27067352)
2.55-3.20 A Country Practice (5255810)
5.10-5.40 Home and Away (8564352)
6.00-7.00 Westcountry Live (25246)
7.30-8.00 Treasures (2)
11.40 Prisoner Cell Block H (806197)

CENTRAL

As HTV West except:
12.55 Home and Away (3463807)
1.25 Quisine (5563897)
1.55 A Country Practice (44651772)
2.20 Vanessa (27068081)
2.50-3.20 Cat Crazy (9169536)
5.10-5.40 Shortland Street (8564352)
6.25-7.00 Central News and Weather (556826)
7.30-8.00 Heart of the Country (2)
12.40am Film: The Life and Times of Judge Roy Bean (8747644)
3.55 Late & Loud (4817734)
3.45 Nationwide Football League Extra (2215192)
4.25 Jinxfinder (9756585)
5.20 Asian Eye (5783734)

MERIDIAN

As HTV West except:
12.55 Quisine (3463807)
1.25 Home and Away (5563897)
1.55 Shortland Street (44651772)
2.20 Vanessa (27068081)
2.50-3.20 Hope and Gloria (9169536)
5.10 Home and Away (8564352)
5.37-5.40 Three Minutes - Making It Happen (100246)
6.00 Meridian Tonight (78)
6.30-7.00 What's My Line? (30)
7.30-8.00 Serve You Right Live (2)
10.00 News at Ten: Weather (14642)
11.40 Prisoner Cell Block H (806197)
5.00am Freezone (80444)

Starts: 6.35 Adventures in Odyssey (938955) 7.00 The Big Breakfast (42623) 9.00 Bless The House (91751) 9.30 Yegolion (38151) 12.00 Little River Journeys (11555) 12.30pm Backstage (48197) 1.00 Spot Meithrin (45710) 1.30 The Big Break (47468) 2.00 Racing from Newmarket (74367130) 2.15 Conference Report (900240) 3.45 Racing from Newmarket (9295371) 4.00 Fifteen-a-side (911430) Little Killers (5) 5.00 P. M. (3826) 5.30 Countdown (97) 6.00 Newyddiad (364517) 6.05 Heno (475691) 6.35 Jacops (625130) 7.00 Pobol y Cwm (776623) 7.25 Trio'r Teulu (934536) 8.00 Stori Fawr (2710) 8.30 Newyddiad (8517) 9.00 Codi Clawr Hanes (4284) 9.30 Citzizen's Arrest (28335) 10.10 Breakfast (248738) 10.35 Drop Dead (355505) (555505) 11.05 Ellen (130081) 11.35 Northern Exposure (807826) 12.30am-1.05 Inside Out (5623024) 4.00 Schools (19376)

6.35am Adventures In Odyssey. Dylan meets the mysterious Whit (r) (3609555)
7.00 The Big Breakfast (42023)
9.00 Bless This House (s) (91791)
9.30 Schools: Eureka! 9.45 Stop Look Listen 10.00 Fourways Farm 10.10 TVM 10.25 How We Used to Live 10.45 Caralaine 11.00 The New Living Bible 11.20 Stage One 11.37 Lost Animals 11.42 Poverty Answering Book 11.45 First Edition (391517)
12.00 Little River Journeys (7/7) (Teletext) (11555) 12.30pm Backstage (48197) 1.00 Sesame Street (t) (s) (36352)
2.00 Racing from Newmarket. The 2.0. (2706207)
2.25 Conference Report: The Leader's Speech (532197)
3.45 Racing from Newmarket. The 3.45 (529371)
4.00 Fifteen to One (t) 4.30 Countdown (5 5.00 Field Lane (206555) 5.45 Travelog Trekks (299176)
6.00 The Avengers (r) (Teletext) (23888)
7.00 Channel 4 News and weather (8371)
8.00 Citizen's Arrest. The traditional way of life of Cornish fishermen is under threat (3/6) (Teletext) (s) (2710)
8.30 Brookside. (Teletext) (s) (8517)
9.00 [REDACTED] Witness: School Prayers. (Teletext) (s) (2555)



The newsroom team (10.00pm)

10.00 [REDACTED] Drop the Deed Donkey. The return of the topical comedy (1/12) (Teletext) (s) (248739)
10.35 Whose Line Is It Anyway? (r) (Teletext) (s) (635505)
11.05 [REDACTED] Northern Exposure: Gift of the Mistle. (Teletext) (s) (515333)
12.00 Tommy Davidson. One man comedy show recorded in Philadelphia (130081)
12.40am-3.15 The Shooting Gallery: Piccadilly Circus at Night. Tanya arrives in London to work as an au pair (6821378)
12.55 Code Blue. Australian film from Moira Moss (5249173) 1.10 An Evil Town. Atmospheric film by Richard Sears (6060753) 1.35 The Girl in the Pink Mink Coat. Film by Muriel Anderson (2824685)
1.45 Hayride to Hell. Kintole Rendall film starring Kylie Minogue (2804802)
2.00 We Three Warriors. A look at the social and cultural identity of three Londoners (8918043)
2.10 Stressed. Animation (8903395) 2.20 Spellbound. One man's descent into drug addiction (8905578)
2.30 The Ticket. A man takes on a city's bureaucracy (45444) 3.00 Guilty. A man witnesses a street mugging (18178840) Ends at 3.15
4.00 Schools (263111) Ends at 5.45

[illegible][illegible]

Sports Center
6:45-7:00
12:00
Monday Night
in Dens (6284)
Championship
wrestle (8941135)
— Maria
are (3522) 6:30
1 (1089) 7:00
on (45787) 7:30
10:00 Pangea
(82738) 10:00
11 10:30 The
(32325) 11:30
12:00
The World's
at Women's
6:20-6:30
Golf

1.00pm
474773
League
Base-
Sports
World
Show
is Unaired
Sports
Center
7:00-8:00
485234
10:30
11:30-12:00
(31)

10.00 Speed
(32284) 12:00
Alphabetic
(39246)
5 Sports (8157)
7:00-8:00
7:00-8:00
69992 — 11:00

lets like a Story
Alphabetic
3:30 The Gross
10:00 Families
10:00 World
in Girl 11:00
are 12:00
Families 2:00
Rich Girls
SSR 4:00
6:00
6:30 Classic

Kenneth Branagh in Henry

Coronation Street Special 7:00 Crown Court
Special 7:30 A Fine Romance 8:00 Medical
8:00 Classic Coronation Street Special 9:00
Classic Coronation Street 10:00-11:00 The
Charme
From 11:00pm-2:00am Men and Motors

GRANADA GOOD LIFE

From 6:00pm-8:00 TV High Street
Includes consumer news and features on
Your Stars presented by Russell Grant
From 8:00-12:00 Food and Wine, a
cucis recipe and news from Delta Street
From 12:00-3:00pm Health and Beauty
Includes Diet and Fitness with Rosemary
Corley
From 3:00-6:00 Homes and Gardens
Includes The Good Life Style Guide

THE HISTORY CHANNEL

4:00pm Biography (8522388) 5:00 The Re-
Emancipator (2281828) 6:00 The World at War
(3078061) 7:00-8:00 Biography (8478555)

THE SCI-FI CHANNEL

Fern, features classic series every
day from 8pm-4am Monday to Wednesday and
1pm-4am Thursday to Sunday on satellite
and from 8am-4am every day on cable
8:00pm Space Spelling's Amazing Star



V (Big Movies Gold, 6.10pm)

mes (226337/5) 5.30 Steven Spielberg's *Amazing Stories* (227701/1) 9.00 *Starman* (847473/9) 10.00 *The New Guy* (768155/9) 10.30 *Chisel Control* (766724/6) 11.00 *Friday the 13th* (891580/4) 12.00 *The Incredible Hulk* (254735/9) 1.00am *Tales of the Unexplained* (910395/5) 1.30 *New Night* *Highschool* (950645/3) 2.00 *Alfred Hitchcock Presents* (33071) 2.30 *Night Gallery* (219589/3) 3.00 *Friday the 13th* (805182/1) 3.30-4.00 *Quatermain* (722538/8)

TLC/Discovery

9.00am The Joy of Running (71751/1) 9.30 *The Garden Show* (593338/3) 10.00 *Two's Company* (499353/6) 10.30 *Home Again*, with *Bob Vila* (770540/1) 11.00 *Furniture to Go* (523637/1) 11.30 *Room Service* (553877/7) 12.00 *Juici Crit* (77203/1) 12.30pm *Granham Hart* (125255/9) 1.00 *Van Can Cook* (738837/1) 1.30 *Home Again*, with *Bob Vila* (610314/1) 2.00 *Home Again* (839844/6) 2.30 *Garden Club* (503444/9) 3.00 *New Night's Fishing Adventure* (830029/4) 3.30-4.00 *The Old House* (600999/4) From 4.00pm-Midnight **DISCOVERY** as below.

4.00pm *Alvin Karp's Fishing Adventures* (506840/1) 4.30 *Bush Tucker Man* (501791/3) 5.00 *Time Travellers* (837240/1)

5.30 *Johnnie*
2.000 (4103)
Lugard (P)
and Miramax
muth (255)
11.00-12.00
UK GOLD
7.00am *Life*
Gore (7377)
8.25 *Earth*
(715973)
10.20 *Ang*
(335940/1)
(5350130)
12.30pm *New*
Enders (18)
2.30 *For the*
A91 *Hall* *W*
5.00 (1352)
Rollback
Meltdown
(507536)
The Bob
Funny Town
Stress 15
(23940/1)
The Ball
Stress 15
(250200/8)

TCC

6.00am *St*
Meltdown:
(503636)
(464827)
7.00 *St*
Valley *His*
(803568/8)
Tiny and
(826462/2)
8.30 *Top*
(7118130)
10.40 *Bert*
(78555)
Friends (P)
Oz's (P)
(4582907)
Tower 50
(78555)
Ready or
(4994143)
NICKEL
6.00am *Li*
7.00am *Li*
2.25 *Rock*
Hey Arnold

[illegible][illegible]

{ON

ity.

?

10

10

•
•
•

•

•

2



AMERICAN FOOTBALL 47

Victory pulls Green
Bay clear of
chasing pack

SPORT

TUESDAY OCTOBER 1 1996

GOLF 49

Johnson sets course
record on way
to triumph in US



Dutchman could face legal action

Van Hooijdonk claims denied by angry Celtic

By Kevin McCarron

CELTIC publicly attacked one of their own players yesterday. Pierre van Hooijdonk was left out of the squad for the weekend defeat by Rangers after an argument with Tommy Burns, the manager.

Fergus McCann, the club's chief executive, has now denied Van Hooijdonk's version of events in a disagreement whose origins lie in a contractual dispute.

According to McCann, Van Hooijdonk, from Holland, has told Celtic that he wants a transfer unless his earnings are increased, even though 21 months of his present deal still remain. The club will give him such a rise only if he agrees to extend the contract. Burns also said that Van Hooijdonk had expressed an eagerness to move to Feyenoord at the end of last season.

He has also been accused of breaches of discipline that include failure to play in a testimonial match, to warm up for a game when instructed, and to take part in charitable and commercial engagements. "I don't want young players looking at that kind of behaviour and wondering how he gets away with it," Burns said.

Celtic have not ruled out the possibility of legal action against Van Hooijdonk for

breach of contract, but the possibility of reconciliation remains. "He must learn humility," Burns said. "I can have a stand-up fight with someone, but then we can put our hands together and go on."

The club is willing to sell the player if differences cannot be resolved, but there are few Dutch clubs who would be willing to meet the transfer fee of around £3 million that Celtic would seek. Burns observed that, even without the dispute, Van Hooijdonk would have been only a substitute at the Old Firm match.

Klinsmann cornered 48
Managers meet 48

While the player's position is uncertain, that of another man has been clarified. Alex Miller's association with Hibernian succumbed to exhaustion yesterday. After ten years at Easter Road, he resigned his post yesterday, having found that his position was untenable. An embarrassing 3-1 defeat at home by Heart of Midlothian, in the Edinburgh derby on Saturday, intensified the growing dissatisfaction with Miller.

While a majority of the board continued to support

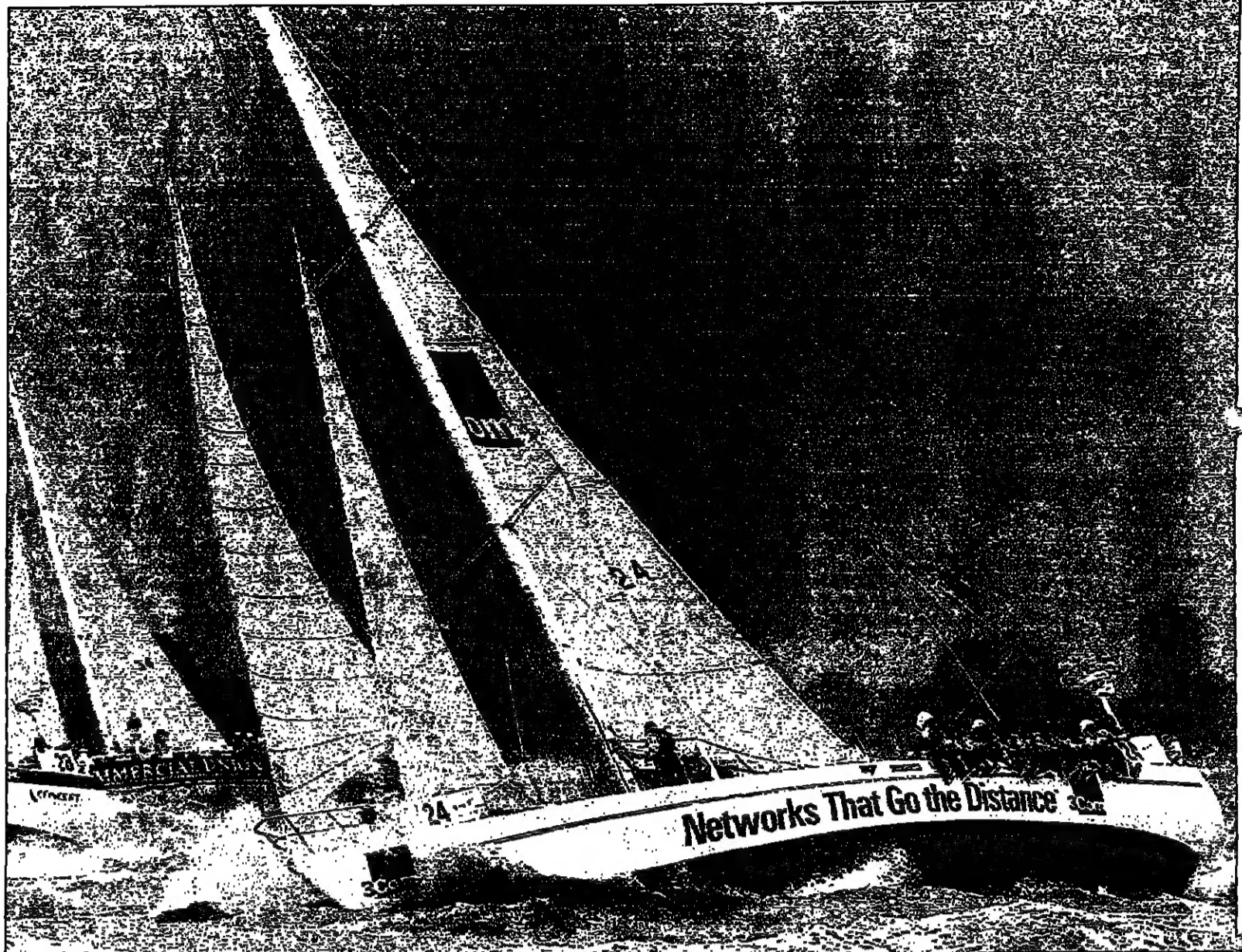
him, the division among directors may have been enough to prompt Miller's decision. He also works as assistant to Craig Brown, the Scotland manager, and it is thought that Hibernian would not have been prepared to let him spend a week away from his club job while with the national team at the forthcoming World Cup qualifiers in Latvia and Estonia.

Douglas Croom, the Hibernian chairman, had been the most fervent advocate of Miller and he praised the work of the manager, who ensured stability on the field during the period in which the club went into receivership before finding new owners in 1991. "Alex stuck by the club in the darkest days and even turned down jobs overseas when he didn't know what the future was," he said. "He rallied the players here."

Miller also won the Skol Cup in 1991 and the results alone do not suggest a crisis at present, since Hibernian are only a point away from third place in the Scottish League Premier Division. Supporters, however, have wearied of Miller and bemoaned the drabness of his team. However, the manager's departure may expose deeper causes of the mediocrity.

Discussing Miller's successor, Croom said: "We have to find out who has got a contract and who has not." Clearly, the club is unwilling, or unable, to pay compensation to secure a manager successfully employed elsewhere. Anyone taking up the position may wonder if there will be sufficient funds available to transform the squad.

Ray Wilkins, on a month's contract with Hibernian as a player, is an obvious candidate for the post, but he has already indicated that he has no wish to live in Scotland. Hibernian may also consider Alex Smith, who recently resigned at Clyde, and Steve Archibald, a former player at Easter Road who was dismissed as East Fife's manager earlier this season.



3Com, skippered by David Tomkinson, sailed into troubled waters as soon as the nine-month BT Global Challenge got underway

Fax almost spoils story for Tomkinson

By Edward Gorman
SAILING CORRESPONDENT

A YACHT in the BT Global Challenge came within a whisker of being disqualified yesterday — less than 24 hours after the start of the nine-month race — after it received illegal weather routing information as it made its way down the Needles Channel.

The yacht, 3Com, skippered by David Tomkinson, was sent a long and detailed message via Portishead Radio, surveying all the options on which way to go out of the Solent, then how to tackle the English Channel and the all-important tactical decision on how to get past the Azores high-pressure system.

The information was compiled by Giles Trollope, who has been assisting Tomkinson and Warren Walker, his navigator, on routing, and the message amounted to his final thoughts before the start on Sunday. However, the infor-

mation reached a horrified Tomkinson about four hours after the gun, as 3Com was well on her way out into the English Channel.

The race organisers were immediately alerted by Tomkinson, who was terrified that two years of training plus the hard-earned backing of his sponsor, Concert — a British Telecom subsidiary in America — was all about to be wasted after just one night at sea.

Initially, Adrian Rayson, the Challenge race office manager, warned Trollope that what he called his "unsolicited" message to the 3Com had put its "race status in jeopardy and might lead to its disqualification for receiving outside assistance."

Chay Blyth, the race director, then stepped in and ordered that the message, originally intended for Tomkinson's eyes only, be transmitted to the entire fleet, to ensure that there was no

unfair advantage to 3Com. The problem arose because Portishead did not send the fax for several hours and the delay was further compounded because the radio officers also omitted to transmit a note at the top confirming that the information had been sent

BT
Global Challenge

Latest positions 48
Emotional farewell 50

before the start of the race and had not been amended since, in accordance with the rules.

Tomkinson appears to have been relieved, though whether any of his fellow skippers will raise the issue at a later

date remains to be seen. Under the race rules, the yachts are not allowed any information after the start apart from that which is conveyed to all of them from the race office, plus anything they pick up on their way round in the form of "all stations" broadcasts.

One of the skippers' biggest worries, and something that they tried to sort out before they left Southampton on Sunday, was what would happen if they inadvertently received information which could amount to illegal outside assistance. Nobody could have foreseen how quickly such a situation would arise.

Out on the course, meanwhile, the fleet endured an unpleasant first night at sea in the southwesterly gale. Yesterday the 14 yachts were spread over 33 miles on their way to Ushant, with the lead being disputed by Mike Golding, on Group 4, and Simon Walker, on Toshiba Wave Warrior,

who each had around 4,900 miles to go to Rio de Janeiro.

Many of the volunteer crews have been suffering from seasickness and, in some cases, wondering why they have paid to go through such uncomfortable conditions. A message to race headquarters from Group 4 summed it up — "After an emotional and exciting start to the race, most crew members are suffering from the effects of rough weather and many are seeing Saturday's dinner again."

"We're slowly settling into watch systems and duties on board, but everything seems to take twice as long as it should with breaks to take air and visit the heads."

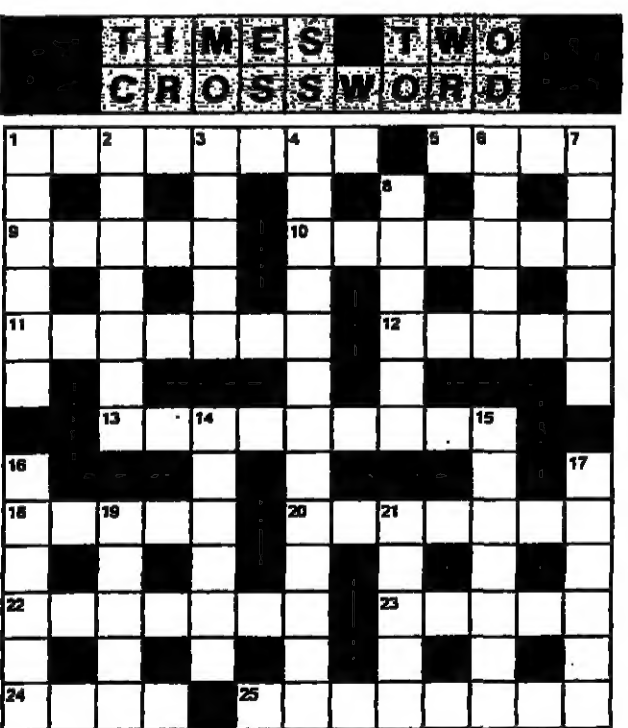
"There was lots of groaning, overnight and bodies played on deck. Although there is not much chat, I think we are united in our thoughts — have we really got 30,000 miles to go and have we actually paid to do this?"

Souness signs striker

SOUTHAMPTON yesterday signed Egil Ostenstad, 24, the Norway striker, from Viking Stavanger for £900,000. He completed the deal after agreeing personal terms and passing a medical at The Dell. Oostenstad has scored four goals in four internationals for Norway and 23 goals in 24 matches for his club.

Graeme Souness, the Southampton manager, said: "He is

a big strong lad with a great goalscoring record and could be just what we need up front." Souness will also finalise a £1.2 million move for Eyal Berkowitz, the Israeli midfielder player, from Maccabi Haifa when his work permit is confirmed. Southampton expect both to play in their next FA Cup Premier League match, away to Coventry City on Sunday week.



No 901

ACROSS

- 1 Fashionable, modern (2-2-4)
- 5 A pig; a security (4)
- 9 Eskimo canoe (5)
- 10 One-horned myth. beast (7)
- 11 Went in (7)
- 12 Herb, sounds like period (5)
- 13 Iniquitous (9)
- 18 Horrify (5)
- 20 Finished; by means of (7)
- 22 Wine-producing estate (7)
- 23 Conductor's stick (5)
- 24 Body of water; English District (4)
- 25 Shaven-skull hooligan (8)

DOWN

- 1 Maintenance (6)
- 2 Test authority limits (3-2-2)
- 3 Capital of Senegal (5)
- 4 Utterly astonished (13)
- 6 Mild sarcasm (5)
- 7 Underground passage (6)
- 8 Small restaurant (6)
- 14 Catcher of impurities (6)
- 15 Deliberately sink (ship) (7)
- 16 Wrapped package (6)
- 17 Rang up (6)
- 19 Length of cut wood (5)
- 21 Garden songbird (5)

SOLUTION TO NO 900

ACROSS: 1 Public 4 Verbal 8 Crew 9 Mor justie 10 First Lady 15 Mummy 15 Adore 16 Mated 18 Irritable 21 Terrific 22 Gang 23 Cogent 24 Rejoice

DOWN: 1 Pacify 2 Bestroot 3 Camel 5 Employment 6 Busk 7 Legway 11 Tradition 12 Amour 14 Membrane 16 Mystic 17 Weight 19 Incur 20 Frog

GIFT IDEAS FOR CHRISTMAS. PRICES INCLUDE DELIVERY TO EU CUSTOMERS (REST OF THE WORLD ADD £1 PER ITEM) OF THE ITEMS LISTED. SEND SAE FOR FURTHER DETAILS. STERLINGUS DOLLAR CIPHERS ONLY (£1 = \$1.30).
TIMES CROSSWORDS: Books 10, 11, 12, 13 £4.25 each. The Times Complete — Book 2 (240 puzzles) £6.25; Books 3, 4, 5 £3.75 each. The Times Two — Books 3, 4 and NEW Book 5 £3.25 each. Also The Times Quiz Book 1996 £4.75. Crossword Solver's Dictionary £14.95 (UK only). NEW for Christmas: The First Christmas Book of The Sunday Times Crosswords: The 2nd Omnibus Book of The Times Crosswords: The Third Book of The Times Jumbo Crosswords (Cryptic) £5.25 each.
TIMES COMPUTER CROSSWORDS by David Almond — only £10.25 per title inc. VAT (plus 40 crosswords each). For IBM PCs and Acorn RISC OS Computers on 3.5 disks. See Saturday Weekend section for details.
Send cheque with order payable to Almond Ltd, 51 Manor Lane, London, SE13 5QW. Return delivery (UK). Tel: 081 852 4575 (24hrs). No credit cards.

£5m Cole bid kept on back burner

By David Maddock

ANDY COLE, a footballing outcast with Manchester United despite a transfer fee that, at £7 million, was a British record, will be denied, at least temporarily, the opportunity to resurrect his career with Everton.

Joe Royle, the Everton manager, is determined to bring a new forward to Goodison Park before the team plays again, in ten days' time, after long-term injuries to his striking partnership of Duncan Ferguson and Paul Rideout.

Cole is his primary target and Everton have returned to Old Trafford with the suggestion of an improved offer after failing with a £4.5 million bid for the player during the summer, when it appeared that Alan Shearer was Manchester-bound.

Cole, however, will not be allowed to move until the Christmas period at the earliest, even though he has clearly fallen behind Ole Gunnar Solskjaer in the pecking order of forwards at the club. It is now accepted at boardroom level that United will ultimately be forced to sell Cole in an attempt to cut their losses after his failure to secure a regular first-team place. Alex Ferguson, the manager,

has decided, however, that he cannot sell the player while United are still engaged in the European Cup Champions' League. Cole is his only realistic cover for Solskjaer, signed during the summer from Molde, of Norway.

Ferguson admitted yesterday that Solskjaer was now firmly ahead of Cole in



Cole: Everton target

his thinking. "How can you ignore Ole's goals," he said. "He picks himself scoring that way."

His dilemma is that any new signing to replace Cole will be eligible only for the quarter-finals of the European Cup, should United qualify, in March.

A senior figure at the club admitted privately yesterday that Ferguson would be asked if he wanted to sell Cole now to Everton, but a more likely scenario — given the close relationship between the clubs — is that Royle will be offered first refusal should the player become available in December.

Royle will then still have the funds to meet United's asking price of around £5 million, even though he is likely to act in the short term to resolve his forward line problems. Everton had a £2 million bid for Live Rösler, of Manchester City, rejected last weekend.

The beleaguered City board indicated yesterday, however, that, if the offer was increased to £3 million, it would accept. Royle will table such a bid on his return to Merseyside today, with the deal likely to be completed by the weekend. The prospect remains of Cole making a similar journey from Manchester by the turn of the year.

Frankie fever spreads to high places

By Richard Evans
RACING CORRESPONDENT

THE QUEEN let it be known yesterday that she was as thrilled as everyone else in the land, John Major will pass on his congratulations in person at 10 Downing Street on Thursday, and Ascot is already thinking how it can best commemorate the sporting achievement of the year.

Frankie Dettori fever, it would appear, knows no bounds and, just to keep the pot boiling, the charismatic jockey is set to ride his hundredth winner of the season at Newmarket today after donning the royal silks and moving to 99 with Sabina at

Bath yesterday. However, the worldwide fame that has flowed from riding the winners of all seven races at Ascot on Saturday — yesterday he was made joint-favourite with Steve Redgrave and Damon Hill to be voted BBC sports personality of the year — will not go to his head. He has more important things on his mind, such as which horse will be ride in the Prix de l'Arc de Triomphe on Sunday?

A year ago, after triumphing on Lamartina, he won over the hearts of French racegoers with a trademark leap from the saddle in the winner's enclosure at Longchamp. For much of this summer, he has been dream-

ing of a repeat performance from the back of Classic Cliché, the winner of the Ascot Gold Cup.

The horse possesses all the right qualities, but has been disappointing on the gallops of late and, yesterday, Ladbrokes removed the four-year-old from the betting in the belief that he would not run.

By last night, the bookmakers were anticipating that Dettori would partner Swain, trained by André Fabre and owned by Sheikh Mohammed, and, significantly, Swain's price was cut from 6-1 to 9-2 by Ladbrokes.

In contrast to the glamour of the Arc weekend in Paris

and an invitation to a Downing Street reception hosted by the Prime Minister on Thursday, Dettori enjoyed a relatively quiet day at Bath yesterday. However, his first-race victory afforded an opportunity for the Queen's views on the jockey's historic achievement to be made known. "She was just as thrilled as everybody else," Lord Carnarvon, the Queen's racing manager, reported.

Ascot racecourse is already considering the best way to commemorate Dettori's world record. A statue or a race named in his honour are two possibilities.

Ascot racecourse is already considering the best way to commemorate Dettori's world record. A statue or a race named in his honour are two possibilities.

Ascot racecourse is already considering the best way to commemorate Dettori's world record. A statue or a race named in his honour are two possibilities.

Ascot racecourse is already considering the best way to commemorate Dettori's world record. A statue or a race named in his honour are two possibilities.

Ascot racecourse is already considering the best way to commemorate Dettori's world record. A statue or a race named in his honour are two possibilities.

Ascot racecourse is already considering the best way to commemorate Dettori's world record. A statue or a race named in his honour are two possibilities.

Ascot racecourse is already considering the best way to commemorate Dettori's world record. A statue or a race named in his honour are two possibilities.

Ascot racecourse is already considering the best way to commemorate Dettori's world record. A statue or a race named in his honour are two possibilities.

Ascot racecourse is already considering the best way to commemorate Dettori's world record. A statue or a race named in his honour are two possibilities.

Ascot racecourse is already considering the best way to commemorate Dettori's world record. A statue or a race named in his honour are two possibilities.

Ascot racecourse is already considering the best way to commemorate Dettori's world record. A statue or a race named in his honour are two possibilities.

Ascot racecourse is already considering the best way to commemorate Dettori's world record. A statue or a race named in his honour are two possibilities.



Simple. For all types of
asset finance, it has to be Lombard
0800 502 402

Lombard
Business Finance

Arc doubt, page 45